A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

July 8, 1963

trade fairs 1963-64

Business Bulletins *from around the world*

AFGHANISTAN — Agreement signed with USSR for road survey of projected 225-mile highway in northern Afghanistan. Road would join one now under construction by Soviets connecting Oxus River port of Qizal Qala with Kabul via Salang Pass.

ALGERIA—New quota system effective from July 1, 1963, covering: certain textiles and clothing; shoes; certain agricultural products; cattle; sheep; milk; butter; cereals; dried vegetables; phosphate fertilizer; cement; others. Degree of restriction varies, with some commodities prohibited altogether. All commodities under system which are imported from outside franc area must receive import license from Ministry of Commerce.

Construction of new spinning and weaving mill at Sainte-Barbe-du-Tlelat near Oran began June 1 with aid of Yugoslav engineers. Mill to cover 16,000 square meters and have 40 power looms. Government stressing textiles in development plan, hoping to be largely self-sufficient in cloth goods by end of 1964.

BELGIUM—First-quarter investment expenditures of public authorities reached $78 million, against $67.6 million in comparable 1962 period. New investment commitments declined to $102.2 million, compared with $117.6 million for first 3 months last year.

March 1963 imports were $420 million, compared with $394 million in March 1962. Month's total was second only to all-time high of $426 million reached in October 1962.

CHAD—Agency for International Development to provide $609,000 (about half tied to U.S. procurement) for constructing water-supply system for city of Fort Archambault, including public laundries and showers. AID also to provide $210,000 (most of it available to U.S. procurement) for mobile medical units and other technical and medical equipment.

COSTA RICA—Formal adherence to Central American Chamber of Compensation was effected at directors' annual meeting in San Jose, June 12-15. Costa Rica thus joins El Salvador, Guatemala, Honduras, and Nicaragua in Chamber, established primarily to promote use of local currency in Central American transactions.

GUATEMALA—All restrictions—including import licenses—on imports of baby chicks lifted for 6 months and on fertile hatching eggs for 1 year, from May 24, 1963.

Telecommunications agreement signed with Mexico, calling for direct connections between networks of each. Telegraph and telephone rates to be fixed jointly, with all Mexico one zone and all Guatemala another and special lower rates applying to frontier area. Agreement to become fully effective upon exchange of ratifications.

IVORY COAST—First two fishing boats to be built within one year by Societe Ivorienne de Constructions Navales, recently established at Abidjan.

JAMAICA—Government announces "Farmers' Production Program" aimed at promoting domestic food output and lessening need for large food imports. To run for 5 years from Apr. 1, 1963, program includes 12 major schemes of agricultural development at estimated $135 million cost. Main emphasis will be on $2.2 million effort to develop dairy industry, with milk production slated to rise from present level of 10 million gallons annually to 30 million gallons in next 10 years. More medium-sized farms (10-100 acres), and statutory marketing corporation to be established.

LIBYA—Favorable trade balance, probably for first time since Roman Empire, achieved in first quarter of 1963. Exports totaled $66,875,000, of which all but $1,141,000 were accounted for by crude-oil shipments. Imports estimated at $55,121,000, leaving net gain of over $13 million.

National Bank of Libya changes name to Bank of Libya, in accordance with Banking Law (No. 4 of 1963). Bank of Libya to continue all services, both official and commercial, entrusted to it in the past.

MALAGASY REPUBLIC—1963 French aid agreement to provide about $8.2 million in grants, bulk devoted to developing agricultural production and improving local roads.

MEXICO—Effective immediately, imports of all kinds of animal and vegetable fats—except shipments consigned to Banco Nacional de Comercio Exterior—are prohibited.

Ministry of Agriculture authorized to issue export permits for up to 200 zebu bulls within 1-year period. Such authorizations are issued infrequently, and this is first in 1963.

NORWAY—Storting (parliament) adopts bill authorizing 20% price-increase for electric power from state-owned hydroelectric plants. Rise to be in two 10% installments on Jan. 1, 1964 and 1965. Total increase will bring state power prices for large industrial consumers and for general distribution to .0225 and .0242 crowns, respectively, transmission payment included. Main reason for hike in prices unchanged since 1956 is heavy and increasing demand for investment funds for hydroelectric power.

PAKISTAN—Canada recently extended $6 million loan to East Pakistan to cover foreign-exchange costs of first stage of $15.4 million "Isolated Power Generation and Distribution Project." Canada's Pelletier Engineering Co. to engineer project.

RHODESIA-NYASALAND FEDERATION—Anglo American Corporation to undertake experimental planting of 20 acres of cigar tobacco in copperbelt. Previous plantings yielded high-quality leaves.

Old idea (1952) for rail link from Broken Hill, Northern Rhodesia, to Morogoro, Tanganyika, being revived. Proposed line would extend over 1,000 miles (at cost estimated by some at $168 million), allowing access to Indian Ocean.

U.S. Department of Commerce

Luther H. Hodges
Secretary

Jack N. Behrman
Assistant Secretary for Domestic and International Business

Daniel L. Goldy
Deputy Assistant Secretary and Administrator, Business and Defense Services Administration

Eugene M. Braderman
Director, Bureau of International Commerce

Frederic S. Otis
Managing Editor

Americo A. W. Favale
Director of Graphics

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the cover

As American-made goods are shown around the world through Inter-Agency Trade Fairs (green flags), Commercial Trade Fairs (blue flags), and U.S. Trade Centers (buildings), consumers everywhere are looking the merchandise over with critical perception and keen interest. The period covered by the map is July 1963-December 1964.

International Commerce

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THEIR FIRST NECKTIE: On one of his treks abroad, A. Harvey Schreter, of Olancho—in a mountainous area of Honduras—to an unfamiliar arrepresenting his family's Baltimore firm, introduced these natives ticle of personal adornment. Father Emedio (right) was intermediary.

Necktie wins beachheads

Fiji Beau Brummels captivated by Baltimore firm's status-giving product

By STANLEY LICHTENSTEIN
Staff Writer

A. Schreter & Sons Co. of Baltimore makes a product that "stays put"—but the company doesn't. In fact, when you consider that the firm is selling button-down neckties to the Fiji Islanders, you might say—in the parlance of jazz—that the establishment is "jumpin'."

The moral of the story, as told by Vice-President A. Harvey Schreter, is that an ingenious improvement in any product—neckties, mouse traps, or anything else—will create foreign markets in the most unexpected places. Holding domestic and foreign patents on the button-down feature of its "Smoothie" and "Prince Consort" ties, Schreter & Sons has been able to compete in Europe, Japan, Latin America, West Africa—and the Fiji Islands (1,000 miles north of New Zealand), where the necktie, Mr. Schreter assures us, has become a status symbol.

Far from saturated

Steadily increasing its export sales since obtaining patents in 1957 on the button-down feature, the company's executives have been "amazed" to learn "that the number of ties per capita in England is only two per male and less than that in France." Mr. Schreter adds: "The French produce beautiful ties, of course, but most of them are exported."

In the Commerce Department, the Commercial Intelligence and Trade Missions Divisions of the Bureau of International Commerce, and the Business and Defense Services Administration were instrumental in getting Schreter & Sons started—about 3 years ago—on the systematic export promotion campaign which has brought the company to the point where it is today doing business and corresponding with 20 to 30 foreign markets. A thorough search of 1960-61 business opportunity listings in INTERNATIONAL COMMERCE and COMMERCE BUSINESS DAILY was made; commercial attaches at U.S. Embassies and foreign consulate officials in New York City were informed of Schreter's patented product, leading to fruitful business contacts for the company; last year, the tie firm's business proposals submitted through U.S. trade missions to Middle Africa (Fort Lamy, Chad; Yaounde, Cameroon; Bangui, Central African Republic; Brazzaville, Congo; Libreville, Gabon) brought responses from sales representatives and customers in those countries.

A policy of healthy exhibitionism has contributed greatly to the company's ex-

port success. National Tie Week provided the theme for a Schreter display at the U.S. Trade Center in London, but the Baltimore firm is apt to exhibit its wares at the drop of a tie clasp any week in the year and in any country on earth. This does not, of course, exclude the United States—Schreter has exhibited to good effect at the U.S. World Trade Fair in New York City's Coliseum. Helsinki, Tripoli, and Lemasol are among foreign cities in which the company has set up trade-fair displays. (Mr. Schreter indicates that his firm is always happy to hear from agents of companies which would like a connection with a soft-goods enterprise for such purposes as sharing expenses of exhibiting at fairs, or sharing representation.)

Results

The ramifications of trade-center and trade-fair participation are many. After exhibiting in London, Mr. Schreter observed:

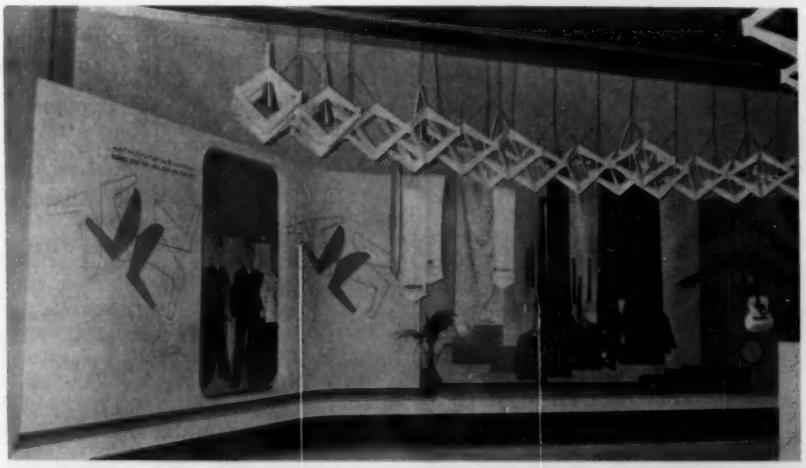
"The U.S. Trade Center in London was certainly good for our company in many respects. It presented us with a new opportunity to become established in many new markets. Being a part of the Trade Center Show added prestige to our company, its product and its sales staff. . . . Since we have foreign patents . . . the Trade Center enabled foreign dealers and manufacturers to see our product for the first time. . . . Exposure to the Trade Center was an outlet for foreign manufacturers and prospective licensees to acquaint themselves with our patented products available for licensing in foreign markets."

Use of Trade Center facilities and of a variety of Commerce Department services, Mr. Schreter noted, helped to make up a "total effort" which already had resulted (April 1962) in: establishment of sales representatives for his firm in Panama, the Netherlands Antilles, Ecuador, and British Guiana; contacts with foreign markets through Trade Mission proposals; opening of retail outlets in the Philippines, Scotland, and Sweden; completion of Trade Contact Surveys and initiation of moves to set up sales offices in Nigeria, the Congo, El Salvador, Guatemala, and Canada; completion of checks on market acceptance in Colombia, Brazil, Mexico, Africa, Australia, Canada, Israel, Denmark and Venezuela; inquiries from potential retailers and licensees in London; and completion of checks on licensees in Mexico, Rhodesia, South Africa, New Zealand, and Australia.

Schreter & Sons was not a novice in foreign sales at the time it availed itself of these Commerce Department aids—the company had previously sold its goods in London and Paris, Hawaii, Puerto Rico, Jamaica, Curacao, Hong Kong, and Japan—but Mr. Schreter is frank to express his appreciation of the Government's export-promotion program, and he states his conviction that it is a "privilege to be a part of the drive to expand U.S. sales throughout the world."

To better serve its growing number of foreign as well as domestic customers, the Baltimore firm has set up its own offset printing unit. This enables the company to run off price lists and sales literature, including pictorial reproductions of the "button-down" feature and facsimiles of letters from manufacturers' representatives, department store officials, and spokesmen for private and governmental organizations relating their experience with use of the patented ties in outfitting uniformed personnel.

In building up its overseas business, this company with the stay-put ties and dynamic methods has profited substantially from services of the Bureau of International Commerce. So, too, can other companies willing to apply similar imagination and teamwork.



TIES IN TRIPOLI: This display of button-down neckties at U.S. Department of Commerce exhibition in Libya typifies the systematic export-sales campaign waged during the past few years by A. Schreter & Sons Co., Inc. As a result, the firm has found markets—sometimes unexpectedly—in far-off places.

Yugoslav road job opened to outside bidders for 1st time

World Bank loan backs completion of Central, Adriatic highways

Work on major sections of Yugoslavia's Central and Adriatic Highways financed by a recent $35 million World Bank loan will be opened to international competitive bidding. This is the first time that construction work in Yugoslavia has been open to outside contractors.

For those sections which are too small to be of interest to foreign contractors, bids will be requested from the domestic construction industry as in the past.

A large part of the Central Highway has been completed, and the Bank loan will help to finance the 2 most important of the uncompleted sections. One section extends 13 miles from Ljubelj to Naklo in the Alps and will connect the Austrian and Yugoslav road systems via a tunnel at the border. Unlike the existing road, which is closed half the year because of snow and slides, the new road will be kept open year-round. The second section to be built extends 95 miles from Belgrade south to Paracin and traverses a heavily populated and industrial area.

The Adriatic Highway will follow the coast from Rijeka in the northwest to Bar in the southeast. Some sections of the Adriatic Highway have already been built to modern standards; the Bank loan will assist in financing the construction of sections totaling 262 miles to complete the highway.

Altogether, the Bank loan will help to finance the construction of 370 miles of roads; the work involved includes construction of earthworks, paving, bridges, viaducts, tunnels, interchanges and overpasses. The roads are scheduled for completion in 1965 at a total cost equivalent to $98 million, of which $68.2 million will be for the Adriatic Highway and $29.8 million for the Central Highway.

Consumer goods wanted

Stronger U.S. sales effort can increase exports to France

By JOSEPH A. MACK
Deputy Director,
Office of Field Services

France offers a thriving and attractive marketplace for U.S. manufacturers of a wide range of consumer and other goods.

JOSEPH A. MACK

The U.S. Consumer Goods Trade Mission, which has just returned from a month's visit to the land of the fleur-de-lis, reports that with strong and rising demands for foreign goods, prospects are favorable for an increase in French purchases from the United States. To achieve this expansion, however, U.S. firms will have to strengthen their sales efforts in a market which is becoming more highly competitive.

Vigorous French economic growth, marked by an annual increase in gross national product of about 5%, has produced new high levels in output, foreign trade, retail sales, and advances in basic industries.

French industrialists and distributors are showing a growing interest in latest U.S. developments in technological research on new products and processes and are seeking connections with U.S. firms to purchase from them on their own account, represent them on an exclusive basis, enter into licensing or joint enterprise arrangements, or invest in industrial enterprises in the United States.

Consumer interest grows

The French Government during the past several years has taken steps to liberalize its trade policies. Restrictions have been removed from most industrial and consumer products. In addition, French consumers have a growing interest in new developments in U.S. consumer products and a desire to acquire such products. The substantial gain in French living standards, the rise in per capita income, and the sustained growth in the economy over the past several years all augur well for expansion of the consumer goods market where U.S. exports to France have been rather limited.

U.S. exports to France in 1962 amounted to $585.4 million, an increase over the previous year of $20.5 million.

HARD AT WORK: Mission member Ray Cline (right) talks with Paris businessman; the U.S. Mission, which held 443 such interviews in France, has since received nearly 200 inquiries from French firms.

the author

Mr. Mack returned last month from leading his third Trade Mission to France; the others were in 1955 and 1956. He carried out similar assignments in Japan in 1959 and 1960. His 35 years of service with the Department of Commerce include 13 years in the New York Field Office, where he counseled hundreds of business firms on export, import, and distribution problems. Mr. Mack attended the School of Foreign Service at Georgetown University and was also graduated from the Georgetown Law School.

U.S. imports from France last year totaled $428.4 million, a drop of $7.1 million from 1961.

The United States in 1962 was the second most important supplier to France, furnishing 13% of total French imports. Although the 1962 dollar volume of U.S. exports to France was up, the U.S. relative share of expanding French imports has been declining—15% in 1960, 14% in 1961—with an increased share going to Common Market countries.

Mission presents BP's

Though designated as a Consumer Goods Mission, the trade group took many Business Proposals submitted by U.S. firms covering industrial products, electronic and electrical goods, pharmaceuticals and chemicals, automotive supplies, accessories, and components, as well as requests for licensing arrangements, joint-venture proposals, and sale of French products in the United States.

In discussions with French businessmen, the Mission found a variety of U.S. products for which the French desired connections. Throughout interviews and meetings, there was an over-riding interest in detailed discussions on specific phases of U.S. industrial developments, products, and processes, and in new and standard types of consumer goods, all indicating an almost insatiable demand for information on what is going on commercially in the United States.

The Mission sought out and reported opportunities for increased U.S. exports to France. Additional information on many of the opportunities are available in reports submitted by the U.S. Embassy and Consulates in France to the Commerce Department. The Department's Field Offices are prepared to assist U.S. firms in using this information effectively.

Opportunities for consumer goods, ap-

propriate distribution channels, sales methods, competitive conditions, and other factors important in gaging the prospects for increased sales by U.S. firms are covered by other articles in this report. The judgments arrived at by the business members of the Mission, who have had long experience in retail trade in the United States, the views expressed, and the conclusions reached were based on visits to large department stores, supermarkets, and small specialty shops. Discussions with top management and buyers, sales personnel, advertising specialists, and others gave excellent insight into current retail practices and demands. In addition, 443 businessmen who called on the Mission were interviewed.

Consumer goods popular

The interviews revealed interest in many specific products which hold promise for increased U.S. exports to France. A great variety of consumer goods are popular. Garden and other tools, small home appliances, housewares, hardware of all types, toys, giftware and novelties, sporting and light-weight and compact camping equipment, and pleasure boats all were discussed with French businessmen. Rising income, increased leisure time, and the French love of aquatic activities particularly point toward success in efforts to increase sales of pleasure boats.

There is a large building program in France. Interviews revealed that many types of paneling and molding, both for interior and exterior finishes, are popular. In addition, specialty lumbers, paints, electric fixtures, and other construction materials have a potential market there.

Pharmaceutical products

The French exhibited considerable interest in pharmaceutical products. Because of complications of French pharmaceutical regulations, many firms would like to produce under a U.S. license. Also of interest are specialty products which could be packaged in aerosol cans—for example, disinfectants, hair sprays, waxes, paints.

Interest was expressed in raw materials for the plastics industry and specialty oils for demulsifying.

Processed and packaged food presents a potentially important area for increased U.S. exports. A number of French businessmen expressed a strong desire to obtain canned foods, both fruits and vegetables.

Machinery

In machinery, both light and industrial, certain areas should be considered. There is a desire in France for reconditioned public works equipment. Also, numerous businessmen expressed interest in representing and/or manufacturing under license home and office room air conditioners; others, central home heating equipment.

Specialty small agricultural equipment such as rotary tillers and fertilizer sprays are popular. These items normally must not compete with products now produced in France, but rather should complement locally produced equipment. Many of the newer U.S. small agricultural machines could be popular.

Special attention should be called to the market for coin-operated vending machines of all types. Self-service and coin-vended merchandise is becoming more and more popular. One can find such machines in the developing supermarkets, well-established Paris department stores, train and air terminals. Coin-operated commercial washing and drying machines appear to have a good potential. U.S. firms which are first in the quality of their products should not let this market go unchallenged.

Mission statistics

Itinerary

Operated in 3 French cities: Bordeaux, Marseille and Paris.

Interviews

Conducted 443 individual consultations with French businessmen and visited 115 retail stores.

Business proposals

Presented 695 business proposals submitted by U.S. firms.

a. French businessmen showed genuine interest in 414 BPs, and
b. 885 separate contacts were started between French and American firms as a result of the BPs.
c. 216 additional specific trade opportunities were developed and are being disseminated to U.S. industry. (See the Trade Opportunities section in this issue.)
d. 190 written inquiries from French firms were received which have resulted in some 600 separate contacts between appropriate U.S. and French firms as a result of post-Mission follow-up work. The written inquiries were received after the Mission concluded its visits.

U.S. in forward position for selling electronic organs

As French people like American innovations, suppliers should exhibit instruments at fairs

By PIERRE B. CLEMENCEAU
President, Grunewald Music Co.

France is manufacturing the finest in reed and woodwind musical instruments, which find a ready market in the United States; on the other hand, the United States has developed a new and unique field—that of electronic organs. We should see to it that the French people, so fond of American innovation, look to us for business.

PIERRE B. CLEMENCEAU

After a thorough investigation and many interviews with potential customers, music retailers, distributors, pastors, music teachers, and organists, I feel that electronic organs are largely unknown or misjudged in France and that prospects are good for substantial business.

For the French people, not yet accustomed to home organs, an organ is a church organ. For the French people, a church organ is a pipe organ or an electric harmonium. In many churches the pipe organs are worn out; the cost of repairs is high, and the churches are forced to buy electric (not electronic) harmoniums.

the author

Mr. Clemenceau is President of a company which specializes in retailing all types of musical instruments and household appliances, including radios, TV, and record players. He is knowledgeable of French retailing problems, having been connected with various French firms manufacturing and retailing consumer goods. Mr. Clemenceau is Chairman of the Advisory Board of the Bank of Louisiana; and Board Member of the International Trade Mart and of International House.

Born in Paris, he is a grandson of the former Premier Clemenceau.

The organ to present to the French public should have, first, what I call a "sacred" sound; the necessary stops; mixtures; blend of tones—the reeds, the brass, the string, some percussion and sustain; double keyboard; and a pedal board close to the American Guild of Organists classic concave pedal board. Only when these models are demonstrated and approved by the clergy and the public will the electronic organ for home use come into the picture!

Consider price

The church models need not be expensive, but certainly should not be cheap ones. The people interviewed considered prices in the range of $2,000 to $5,000 as reasonable prices for church organs.

To penetrate the French market, U.S. firms should send literature with specifications and descriptions to churches, to the high clergy (irrespective of denomination), and to organists. Advertising in the specialized religious magazines and papers is important. Church models should also be shown through the media of the Salon des Arts Menagers, the Foire de Paris, and the Foire de Lyon. Distributors, dealers, and teachers, specialized in the field of music, should be invited to see, hear, and play the instruments. Adequate demonstrations by well-trained salesmen organists should be at hand.

Looking for U.S. goods

Mission members, visiting Paris, Marseille, and Bordeaux, conferred with well-informed industrialists, merchants, foreign traders, bankers, trade association executives, and publishers. America is still a vast center of attraction for French businessmen. Many of them are looking for U.S. consumer items and for new and streamlined products for home and personal use.

French businessmen are interested in and knowledgeable about commercial developments in the United States as a result of visits of many American businessmen to France, use of trade magazines, efforts of such organizations as the American Chamber of Commerce in France, and trade promotion efforts of the U.S. Embassy and Consulates.

Many prospects

The interviews disclosed many good prospects for short-term business, and others which will take some time to develop. Many U.S. manufacturers will receive inquiries as the result of interview conducted by the Mission, and it is important that exporters handle these offers with persistent determination if they want to succeed.

U.S. goods popular in France but suppliers have scarcely scratched surface of market

Representation and contact are keys to sales; department stores offer good medium for introducing new products

By RAY W. CLINE
Belk's Department Store

That U.S. merchandise is popular with the French is apparent from various observations and conversations of the Trade Mission members with French businessmen and consumers.

RAY W. CLINE

In visits to large as well as to small department stores, however, the Mission became aware that U.S. suppliers of consumer products have barely gone beyond the surface of this market.

One need only walk down the Boulevard Haussmann in Paris or the main streets of Bordeaux and Marseille and see shoppers crowding into the department stores to appreciate the size of the market. Moreover, this is a buying market. The counters are packed with products, and customers stand eagerly awaiting their turn to try on a dress, to buy a suit or dishes, to purchase a toy, or to acquire a new television set.

Little real sales effort

It seems likely that the reason more American goods are not seen in the shops is that U.S. manufacturers have not made a real effort to sell in the French market.

Continued strength is anticipated for France's economy in the foreseeable future. This may be an opening wedge for price advances in many areas, somewhat threatening the price stability which has characterized the country in the past few years. The resulting pressure on costs may well affect the international competitive position of certain U.S. goods in this marketplace.

The French businessman has an interest in U.S. products but finds it difficult to get information about prices, quality, design, delivery, terms. U.S. firms seldom call on French businessmen. Many times, orders are not placed or no reorders follow initial shipments because no one attempts to solicit additional business, and the French businessman knows little about U.S. products.

Department stores in France, which account for about 25% of total French retail sales, offer a good medium for the introduction of all types of consumer goods. Just as in any other new market, appropriate product introduction and follow-up are important.

Some department stores have more than 100 buyers per store, each knowledgeable about the area of his responsibility, each authorized to purchase with discretion.

Keys: Representation, contacts

Most of the stores prefer all quotations in both f.o.b. and c.i.f. costs. Often they have an agent who buys for a number of stores. Such stores have a representative in the United States who is authorized to purchase directly on the firm's account or to alert the Paris store about any new and interesting products.

In France as in the United States, representation and contact are keys to sales. If any single fact was clearly demonstrated during the Mission visit, it was the importance of agency representation.

The French buyer is eager to learn and to buy. The weight of selling still rests on the seller.

the author

Mr. Cline, Executive Vice President of a department store in Concord, N. C., is a specialist in retail merchandising and distribution. He began his career in 1917 with the Belk organization, a chain of about 400 stores operating throughout the southern part of the United States. Mr. Cline is active in civic and merchants' associations in his area. In 1959, he served as a member of the U.S. Trade Mission to India.

Market potential for hardwares seen as consumer demands grow

U.S. design, quality, price are competitive in French market for cabinet catches and knobs, towel bars, closet accessories, lighting fixtures, garden tools, other items

By JERRY MARKS
President, Lin-Brook Builders Hardware

The French economy exudes vitality. Wages are increasing; fringe benefits are expanding; French citizens, desiring to raise their personal living standards, are creating a tremendous consumer demand. An excellent sales opportunity exists for U.S. manufacturers of hardwares, paints, and related items.

JERRY MARKS

Cabinet hardware, drapery hardware, closet accessories, garden tools, furniture, and a variety of other items of U.S. design and quality should find ready acceptance in this lively market.

Do-it-yourself demand

The French are aware that a vast do-it-yourself market is unfolding. One of the largest departments in any department store is the paint department. People want to fix up their homes and apartments. A demand is developing for unfinished and prefinished plywood paneling, moldings, and stains for them. There is also a demand for American soft woods for remanufacture.

Quality cabinet hardware—including cabinet catches, pulls, and knobs—is distinctly lacking. There should be a good market for U.S. manufactured towel bars, soap dishes, toothbrush and tumbler holders, robe hooks, and similar items of metal, chrome plated, in all price ranges. Such French merchandise is old in design and sells for fairly high prices. As consumers demand good quality, U.S. goods of this kind would be competitive in medium grades and better quality items should sell well.

Drapery hardware

A sizable gap exists between U.S. drapery hardware and that sold in France. The French products are behind, not only in style, but in variety, packaging, and finishes, and they are not inexpensive.

Lighting fixtures in France represent two extremes: the old wrought-iron fixture in various finishes, and the contemporary one. The American manufacturer could easily fill the gap because of the large range in style and price of U.S. fixtures.

The average grade of furniture on the market in France is expensive. Some stores are now beginning to buy American furniture, and a large market awaits the progressive manufacturer of a good-quality product. Little unfinished furniture of any kind is available. The U.S. method of shipping unfinished furniture, unassembled and precut, and assembling in distribution area for freight savings, might prove to be a large untapped market in France.

Need closet accessories

Closet accessories of chromium-plated wire, such as skirt hangers, blouse hangers, and shoe racks, are sold in large quantities in French department stores. This merchandise is much in demand because of the small closets found in most French homes. The U.S. manufacturer can easily compete in this area.

Consumer brushes, such as clothes brushes, toilet brushes, and scrub brushes, are sold in large quantities in the French market. The French merchant is interested in purchasing U.S.-made brushes because of their better styling and packaging. Low-quality brushes are not wanted.

Housewares are found in good supply in France. Plastics for housewares items are just beginning to come into large-scale use. High heat-resistant plastics are unknown in the French marketplace. With advanced U.S. styling and quality, housewares of plastic probably could be exported easily to the French market. Kitchen gadgets are a much-desired item and many American ones are seen. Small electric appliances are available in good quality and are extremely competitively priced.

BUSY GARDENERS: Among many hardwares in demand are garden implements and accessories; because of freight savings, tools with unattached handles are good sellers as is cabinet hardware.

Garden tools

There is a continual call for U.S. garden tools and garden accessories, plastic garden hose, and general hardware. Dealers and jobbers will accept garden tools without handles attached because of freight savings.

French-manufactured padlocks are expensive, and of old design. A cylinder-type padlock commonly used in the United States is rarely seen.

A large amount of patio furniture is sold, but little of it is made in the United States. American styling and varieties would be exciting in the French market. Barbecue equipment is sturdily made, but of antiquated design; barbecue accessories are hardly seen.

Plastic planters, which are made in such outstanding styles and good qualities in the United States, are not available in France. With the French zest for plants and flowers, this opportunity should be outstanding.

Sporting goods and camping goods are big business in France. Because of resort

and hotel high prices, the Frenchman picks up his wife and children, takes the car, and goes camping. Fishing tackle is a big item. The market is well-supplied except in glass and plastic fishing rods, and fishing reels. The assortment available is limited and prices extremely high. U.S.-manufactured reels are of high quality, and this market demands quality.

Another possible opportunity is the mail-order business. Mail-ordering is well accepted by the French consumer, particularly in small villages outside of Paris, the larger towns, and the agricultural areas. One of the large department stores in Paris claims that 25% of its gross volume is by catalog. This same store reported that the bulk of its sales are cash. A firm selling U.S. mail-order merchandise under $10 probably could do well.

Distribution costs

Distribution of merchandise in the consumer goods field is similar to ours. The small dealers buy from the jobbers who in turn buy from the factories. As in the United States, large buyers purchase directly from factories. Again as in the United States, small stores will band together to form buying co-ops.

The cost of distribution on all levels would appear to be extremely high. Excessive amounts of labor, uneconomic store layouts, out-dated materials handling, poor merchandising, all contribute to the "hidden dollar" cost.

Store fixtures in the bulk of the market just don't exist. Most of the stores have exactly the same fixtures they started with when they opened their businesses years ago. Refrigerated show cases for sale of perishables are scarcely used.

Business systems generally are of the pen and ink variety. Even cash registers are not in general use. Advertising generally is absent and "hard sell" is rarely seen.

Search for new merchandise

In Paris, the large department stores are extremely busy. Their buyers are continually searching the market for new merchandise, often using buying offices in New York and traveling to the United States to seek out goods. The bulk of business in France, however, is done by the small shops.

French businessmen, whatever their size, contend that usually the U.S. businessman has not properly equipped himself to trade with them. In this overseas market of 45 million people, the U.S. manufacturer needs to understand the French ways of doing business.

The French buyer believes in quantity discounts: the larger the order, the larger the discount. He complains that the average American says he has only one price for a dozen or a thousand dozen.

The French buyer believes that he is being unjustly penalized by the cost of advertising in the United States. The cost of advertising in the U.S. market has been built into the price of the product. He is paying for it but not receiving the benefits. He believes this cost should be eliminated from the price he is quoted.

He also complains that manufacturer's catalogs and other literature are printed in English, quoting U.S. prices in dollars. If we want to sell in France, let us adapt to their needs.

If an American buys from a foreign country, ordinarily he wants the price to be quoted including cost, insurance, and freight. The Frenchman wants the same service. With this information, he can readily determine if there is a place for your goods in his market.

The bonds between Frenchmen and Americans are strong. The French businessman tries to emulate the American way of doing business, carefully integrating with it the attitude of the French buyer. The French seller and merchandiser, recognizing that their market in consumer goods in many ways is behind the U.S. market, is in a good position to be a leader by buying and doing things American. This opens up a tremendous opportunity for the U.S. manufacturer of consumer goods in many areas.

the author

The company of which Mr. Marks is president is said to be the sixth largest store of its kind in the country. Mr. Marks is recognized as one of the leading merchandisers in his area. Born in Des Moines, Iowa, he attended the University of California at Los Angeles. He is a member of the Anaheim Chamber of Commerce and Lions Club, and the Los Angeles Hardware Association and Housewares Club.

BUYS WORLD TRADER

Having acquired a major interest in the firm of C. Reichert Optische Werke of Vienna, under a transaction arranged by E. M. Warburg & Co. of New York, the American Optical Company is consolidating its efforts for the U.S. and European markets. In its last annual report, Reichert indicated it is presently exporting to 98 countries, with 90% of the total production being sold on foreign markets.

Toys and games can be sold in French markets

Mission members received many requests for information on U.S. products in this promising line

By NORRIS LYNCH
Trade Development Officer

Toys, games and dolls made in the United States are in demand in France. Since these are items produced in the U.S. in abundance they can become strong contenders for the French consumer's franc. In the several hundred interviews held by Trade Mission members with French businessmen, it was evident that U.S. toys are popular consumer durable items over there.

NORRIS LYNCH

In 1962 the total French import of toys was valued at $14.7 million. This was an increase of 38% over the 1961 figure of $10.6 million. Of the '62 total, $5 million or 34% was imported from the U.S., up 43% over the previous year's figure. Other principal suppliers were the Federal Republic of Germany, Italy and the United Kingdom. Although the U.S. import figure rose substantially, Italy made the greatest gain, more than doubling her 1961 toy exports to France.

"Young" population

The population of France has increased 4 million in the past 10 years. The age group 5 to 19 has increased 2 million, and it was estimated that there were 12.2 million under 14, and 3.1 million teenagers in the 15 to 19 age group. Over 33% of the total French population is in the 19-or-younger bracket.

This is the market French businessmen are seeking to satisfy with quality products in the toys, games and dolls lines. Along with the increased number of children has come an expanding and prosperous French economy. Prices in France seemed to be holding fairly firm recently, although an upward push of wages and salaries was noted. All major enterprises are experiencing increased output, with department stores prospering as never before.

the author

Mr. Lynch is a staff member in the Office of Chemicals and Consumer Products, BDSA. As an International Activities Specialist, his responsibilities include preparation of internatonal commodity reports to expand United States' exports, providing assistance to businessmen interested in export trade, and participation in the current Industry-Government Meetings in connection with the forthcoming GATT meetings.

Language problem

U.S. exports of games, of course, face language problems. Adequate changes to meet market conditions are necessary. However, there are numerous games which require little, if any, modification to overcome the language barrier. Many of these games—checkers, chess, chinese checkers, dominoes, to name only a few—are well-known to children in the Western world and are easily adapted to foreign markets without costly changes.

Prices high

Stuffed animals and dolls of all types are popular with French children. The retail prices on these items are high in comparison with such items in the U.S. The French interest in stuffed animals and dolls is indicated by the number of such items available at the retail outlets.

Toys, dolls, and games are sold in department stores and through many specialty toy and model shops. The larger railroad stations have small stores or counters devoted to the sale of these items.

Many requests

That the French market offers many opportunities to increase U.S. exports in this particular line was evidenced by the frequent requests for such U.S. products made to Trade Mission members. The interest covered a wide range of products, encompassing metal, plastic, wood and rubber toys. It included not only the normal play items, like trucks, cars, and boats, but educational toys as well. Needless to say, toy guns and rifles have the same fascination among the younger set there that they do in the U.S.

The manufacturer must quote prices c.i.f. European port, provide samples, and send literature, brochures, catalogues, and other descriptive literature in French.

The market is there; it needs only to be fully explored.

French sales groups want U.S. products

By JOSEPH F. McNULTY
Stedman Manufacturing Co.

Many French sales organizations, alert to opportunities for expansion of their sales within the other Common Market countries, are seeking U.S. industrial and consumer products to add to their present lines.

JOSEPH F. McNULTY

The American business world, traditionally aggressively pursuing markets at home but somewhat indifferent about overseas markets, as a rule must pay more attention to the many export opportunities offered them or their foreign competitors will get the business, several French businessmen emphasized during interviews with the Trade Mission. They stated that it was much easier to obtain information and quotations from firms in other countries than from U.S. firms, and that U.S. manufacturers and sales organizations have unrealistic ideas about prices and terms. According to information given us, many U.S. prices are out of line and credit terms rather restrictive; yet the French like and want U.S. products.

Feverish activity

Business in France is booming: Department stores and small shops are doing a brisk business; construction is seen almost everywhere. The impression gained from merely looking around and talking with people is one of feverish activity, and statistics bear out this impression. U.S. manufacturers and producers can and should supply more of France's industrial and consumer requirements.

U.S. products enjoy high prestige in France, and the use of American business ingenuity and foresight can pay good dividends to U.S. firms with quality products to offer. The cordiality of the French people has been of the highest and their genuine affection for Americans can be felt even in the most casual circumstances. Increased trade between our two countries will further cement this feeling.

the author

From 1945 to 1948, Mr. McNulty was with Wilcox Overseas Corp., New York, and from 1948 to 1954 he was associated with Servel, Inc., International Division. At present, he is Export Division Manager of Stedman Manufacturing Co., Asheboro, N.C., manufacturers of men's and boys' sportswear and underwear, with representation in over 60 countries. Born in New York City, French-speaking Mr. McNulty graduated from Columbia University with a degree in Business Administration.

HELP YOURSELF: Increasing in popularity is the self-service feature of marketing, as demonstrated in this children's wear department of a large store in Paris; no longer are there merchandise shortages.

Booming French department stores stimulate business confidence; executives eager for expansion

Retailers are modernizing; customers, more prosperous, insist on new and broader assortments of merchandise

H. G. SELFRIDGE
Sears Roebuck & Co.

French department stores are booming. Their volume last year was up 15% from the 1961 level, and profits were reported to be equally good. This year a similar performance is anticipated.

H. G. SELFRIDGE

Such a state of affairs acts as a stimulus to self-confidence and to business confidence; executives in the department store field are eager to expand and gain an increasing share of the consumer's dollar. This confidence is itself a catalyst to the ever-booming department-store business in France. No one wants to be left out of what promises to be a very good market.

French department stores are short of space and are striving to expand. More importantly, they are finding ways to use what they have more effectively. They are installing new fixtures, better lighting, planning more modern displays. They are filling in out-dated light wells and are installing escalators so that upstairs traffic may more nearly equate the heavy street floor traffic they have always had. They are short of help, and salaries are going up; so they are experimenting with self-service and learning how to simplify their accounting and record-keeping systems.

Customers are more prosperous. They are buying higher price lines than before and are insisting on broader assortments. They no longer buy only necessities; they ask for labor-saving goods for the home which in turn create more leisure time. They seem to have copied some of these developments from America, some from elsewhere; but to all they give the particularly Gallic touch that amounts to creativity. They say that the whole department-store idea was born in Paris and successfully grew to adulthood there while only shops existed elsewhere.

All the way, however, the French department store merchant retains his classic insistence that net return on investment—or perhaps net profit percent on his sales—is his one and only objective. He does not strive for additional volume at perhaps a lower markup; nor does he respect the theory that there is no problem that additional volume would not cure, a theory that he calls one of the myths of commerce.

French department store merchants read as carefully as American retailers do all available statistics on U.S. department store sales volumes, markups, expense and net profit ratios. Markups to be viable depend on expense rates, and these depend largely on prevailing national wage and salary levels. For a French department store to earn regularly less than a net profit, after tax, of 5%-6% is considered as deserving criticism for its management's ability.

U.S. suppliers: Sell

That an item is popular in America does not mean the French store buyer will automatically conclude that his customers will want it, too. There are no longer any merchandise shortages in France. The tremendous sellers market of the immediate post war years has disappeared, probably permanently. "The function of the seller is to sell"—and the seller to France must talk and carry on his correspondence in French. Specifications written in English will not do—measurements must not, for example, be in inches or pounds, but in centimeters or kilograms.

Prices should be quoted on a c.i.f. French port basis, because duties are calculated on a landed-in-France cost basis. This pricing practice will have to become standard operating procedure for the American seller of consumer goods in France—if only because the French buyer is too busy looking at attractive offerings from his own or other Common Market factories to take the time to do the calculating himself.

the author

Mr. Selfridge first entered the department store field when he joined his father's firm, Selfridge & Co., London, as a buyer for various departments. In 1924 he became associated with the parent company's branch stores and until 1940 he was managing director of this operation. He became associated with Sears Roebuck in 1948, and is at present Quality Control Manager in New York. Born in Chicago, Mr. Selfridge was educated at Winchester and Trinity College, England, holds an M.A. in economics, speaks French and Italian.

Our accessories for enjoying leisure time—particularly outdoor activities—are vastly more attractive than similar French products; this applies also to the clothing worn for such activities. French customers would buy them in quantity, if we did a selling job to their stores. Our newest lower-price synthetic fibers and plastics—for example, leather-like plastics for handbags, laminated plastics for windbreaker jackets, and our synthetic "leather" for shoe soles—all have definite possibilities.

We have developed special furniture for our small homes and apartments that can be shipped knocked-down. Some of our better quality toys should be highly successful. There are excellent prospects for greater use of office equipment and machinery (even such items as pencil sharpeners and automatic date-stampers).

Beyond these more specific fields is the great range of novelties that any country as gadget-minded as we are turns out—items that may not be particularly cheap but that are attractive.

Meet French requirements

We were also told of items the French would like to buy but can't, for example: our best-quality cotton sheets, which we don't make in sizes to fit their beds; our women's blouses, which one U.S. factory refused to sell except in a certain color assortment per dozen, though that particular proportion of colors is not what the French want; our playshoes, because in this item conformance to French standard measurements is essential. American garment sizes, however, cause no particular problem, and we saw U.S. dresses in the $10 price range in several department store chains.

Surely, if we are to get back to the classic attitude—"the function of a seller is to sell"—our factories should be willing to meet these not unreasonable requirements of their potential customers.

To advertise in France: en Francais, s'il vous plait

Communication in French essential for U.S. suppliers who want to sell effectively there; media limited

By JULIEN ELFENBEIN
Haire Publishing Co.

U.S. manufacturers who want to win a place in today's French market must prepare their catalogs, pricelists, brochures, booklets, direct-mail campaigns, and their copy for trade and consumer advertising in French.

JULIEN ELFENBEIN

French copywriters, who use the proper idiom and who are familiar with consumer traditions, preferences, habits, and prejudices, are better able to create favorable attitudes among French consumers or the business community for U.S. products and service. If advertising is prepared in the United States, the U.S. firm might well employ a translator to review the copy thoroughly, or seek the services of a French correspondent in France.

Ninety-five percent of the personnel employed in Paris branches of large American advertising agencies is French, knowledgeable in U.S. advertising technique as well as in French advertising, merchandising, and marketing procedures. Market research and publicity are available to all clients in the larger agencies.

As in the United States, talent is provided for an advertiser commensurate with the importance of the account and the size of the billings. But small accounts are as welcome as big accounts in the major French agencies.

One also finds many business and marketing consultants in France—in the key cities—who do all types of research and reporting. Some have contractual arrangements with U.S. consultants.

One large U.S. advertising agency in France uses a unique device to find consumer buying patterns in self-service markets (like our supermarkets). Invented by three French advertising men, it is called the "Eligiscope." The device exposes a variety of packaged goods to a panel of 200 consumers. As each woman reaches for a can or package that appeals to her, the device registers, so that the agency finally has a pattern of consumer selectivity in package design, label appeal, and price.

Ad spending rises

In an effort to move goods produced in France at a faster rate than they are being distributed, French companies are using more advertising. Such expenditures in France totaled $360 million in 1960; $400 million in 1961; and $420 million in 1962.

A breakdown of France's total advertising expenditure, by media, shows that more money is spent for point-of-purchase dispiay, direct mail, advertising specialties, and miscellaneous, than is spent on daily newspapers and magazines. In 1962 the breakdown was as follows: Dailies, $94 million; magazines, $118 million; radio and television, $38 million; outdoor billboard, $34 million; cinema, $30 million; direct mail, display, etc., $106 million.

About 1,100 to 1,200 advertisers, it is said, are serviced by advertising agencies. Publications receive press orders directly or from agencies involving about 8,000 advertisers. About 1,200 advertisers out of 8,000 run regular advertising campaigns.

Agencies state that to get their commissions from media they must be accredited by the Federation Francaise de la Publicité (French Advertising Federation). This accreditation must receive approval of the Federation de la Presse. There are about 1,240 accredited advertising agencies in France. As the law does not require accreditation, there are uncounted numbers of unaccredited agencies.

Most accredited agencies render a complete range of services, such as marketing and sales analysis, distribution and competition studies, media selection, and creative copy. A few agencies charge service fees.

Advertisers in France do not have the same latitude in communications media as in the United States. There is no commercial television, and in France proper there is no commercial radio. Only fringe radio stations with powerful transmitters, like Europe No. 1, Radio Luxembourg, Radio Monte Carlo, and Radio Andorra, carry commercial messages.

Television advertising is in the distant future, despite its many proponents. The daily papers, especially the provincial newspapers, fear they will lose advertising revenue to commercial television. There is only one station, or television channel, in France, Government sponsored, although a second channel will go into service in 1964. Peripheral stations in other countries can be picked up in certain areas in France if the proper TV receiver is used.

The first-run movie houses do a land-office business, and the captive movie audiences get advertising on the screen between reels. As TV becomes more prevalent, however, the neighborhood movie houses have smaller and smaller audiences.

Half a dozen large and powerful French advertising agencies have the bulk of the billings, but they are now being challenged by a half dozen U.S. advertising agencies with branches in Paris.

The head of a large U.S. agency's branch office in Paris says most French space advertising is visual because the art of copywriting has not been developed in France. A glance through French consumer magazines reveals, he points out, the poster style one sees on billboards or car cards. Much copy is too direct and too hard to sell in his view. "The copy tells them to buy instead of giving the reader good reasons why he should buy," he says. "Better copy would be in terms of what the consumer wants out of life—in terms of advantages to him."

the author

Mr. Elfenbein, a Consultant for the Haire Publishing Co., has served as Editorial Director, Publication Manager, and Assistant to the President. With broad experience in merchandising, marketing, distribution, packaging and display, trade and consumer advertising, and public relations, he has contributed to professional and technical publications and is the author of two standard college text books. Born in Chicago, Mr. Elfenbein attended the University of Texas Law School and is currently lecturer on technical journalism in the College of Engineering, N.Y.U.

France is land of rich opportunity

For U.S. firms willing to make serious sales effort, writer sees ample rewards possible

By JULIEN ELFENBEIN

Rich sales opportunities exist in France today for U.S. manufacturers of a wide variety of consumer and capital goods.

French businessmen, for the most part, appear to have excellent bank connections and good financial positions. Some interviewed have as many as ten factories; they possess from 1 to 50 warehouses; the number of employees ranges from 25 to 1,000; some have 2 to half a dozen salesmen, others up to 100; and sales volumes range from a few thousand to 2 million dollars annually.

While most French businessmen are interested in acting as agents or distributors, or sales representatives, a number are interested in licensing arrangements and joint ventures. Some are interested in cross-licensing.

There are also some with well-documented backgrounds who offer their services as marketing and merchandising consultants, patent counsels, research experts in economic matters; and some well-financed and well-organized French firms want to act as freight forwarders and provide stevedoring services.

U.S. prices competitive

Like the other members of the Common Market, France has more disposable consumer income than ever before. The French economy is strong and the currency is firm. People are working. They have better wages and more leisure. Many get 4 weeks of vacation with pay. The spread in wages between U.S. and Common Market countries is narrowing. Since 1954 labor costs have risen more rapidly in Europe than in U.S. This trend of rising hourly labor costs in the industrial areas surrounding the big French cities makes a lot of U.S. consumer-goods prices already competitive in France.

Although price is an important factor which U.S. manufacturers must consider if they wish to expand into the booming French market, there are other equally important factors such as quality, novelty, design, service, and availability.

In addition, U.S. manufacturers and exporters must take the French market seriously, as have the German and Italian manufacturers.

German exporters to France print their catalogs, pricelists, and promotional literature in French, correspond in French and make more frequent calls on French department and specialty stores. It pays.

U.S. manufacturers will have to spend more time in the French stores and shops and study buying habits, sizes, consumer preferences, local styling, advertising copy, and the merchandise and merchandising methods of other Europeans who sell to France.

Bank deposits are rising. Installment buying is increasing. There is both need and desire for consumer goods, especially U.S. items.

Bordeaux and Marseille department stores, like the Parisian department stores, report their biggest volume in cosmetics. Like U.S. women, the French woman is vitally concerned with her appearance, hairdo, make-up, perfume, etc. The cosmetic manufacturer of France is a formidable competitor for any other country in cosmetics because of his creativity, ingenuity in design, packaging, display, and promotion and variety of articles. Also, the variety of costume jewelry designed to contain rare perfumes, a favorite article for tourists, is a merchandising tour de force.

All French department stores are trading up. They spend between one and two percent of their sales volume for advertising.

The department store reflects the modes and manners of a people, but it also is the greatest influence for change.

'E' award tally reaches 306

Export-minded organizations spotlighted in 9 ceremonies from Maine to Iowa; hotel chain cited in travel field; awards go to many manufacturers, book publisher, others

Seventeen U.S. organizations based throughout the eastern half of the country became new winners of President Kennedy's "E-for-export" award in a series of 8 late June ceremonies. An additional winner, Hilton Hotels Corporation, was cited in the travel field.

The newly cited "E" winners include a large group of manufacturers of everything from containers for the cosmetic industry to concrete testing machines. Also recognized for their export prowess were world trade groups of 2 Chambers of Commerce, an oil refiner, export managers and an export finance corporation for machine tools.

The successful approaches to the export hurdle adopted by these large and small U.S. firms vary considerably. Brief mention of several of their profitable techniques follow. (Organization names and locations are followed by the date and place where the ceremonies for the new "E" winners were held).

- **American Sterilizer Company** of Erie, Pa.—June 20th in Pittsburgh. By aggressively pursuing export possibilities, this manufacturer of sterilizers, surgical tables, lights and other equipment for science and industry now exports to 88 countries. Analyzed world market areas and then set up direct marketing outlets and license or distributor agreements. Unusual new products are introduced into overseas trade from time to time.

- **Amertool Services, Inc.** of Cincinnati, Ohio—June 25th in New York City. An export finance corporation for machine tools that was one of pioneers in promoting sales to Latin America and Japan. Recent sales by the 20-member machine tool builders, combined with services and assistance of overseas representatives, have shown a healthy 59% increase over shipments for the previous year.

- **Buhr Machine Tool Company,** Ann Arbor, Mich.—June 21st in Detroit. This manufacturer of multiple-operation machine tools did not export before 1961. By 1962, sales had made impressive gains. Executives frequently visit international trade fairs and call on major machine tool manufacturers, in order to investigate market possibilities. The office of their director of international sales is now in Europe. Firm hires and trains foreign-born sales agents who are then sent overseas. A direct-mail campaign is focused on individuals in key positions in Europe, Japan, Australia and Latin America.

- **Conax Corporation** of Buffalo, N.Y. —June 26th in Buffalo. Manufactures thermocouples and assemblies, explosive actuated valves and devices. Export sales were minimal a few years ago when the director of market research attended a 3-day, comprehensive seminar sponsored by the American Management Association on profit opportunities in export

field for small companies. Acting on this information, efforts were begun to locate distributing outlets in the Common Market area, overseas trips were considered and the Buffalo Field Office of the Department of Commerce was contacted for specific market data. The wheels began to roll. Recent sales have doubled and tripled.

● **Danly Machine Specialties, Inc.,** of Chicago—June 28th in Chicago. Produces mechanical and hydraulic presses and related equipment, die sets and die maker's supplies. Entered export market in 1955 and 12 months of market development and hard sales effort preceded company's first foreign order. Has since realized a steady, very substantial sales growth. Concentrated on new, more efficient and more economical designs and operational features to succeed against competitive equipment.

● **DeVlieg Machine Company,** Royal Oak, Mich.—June 21st in Detroit. Makes precision boring and milling machines and first actively entered field of export trade in 1946. By 1961, export sales had grown to 35% of firm's total sales. Conducted overseas sales seminars to educate sales representatives about company products. Has been highly successful in highly competitive Swiss market, for example, and attributes this to product excellence and its aggressive marketing program.

● **Foreign Trade Bureau,** Chamber of Commerce, Cedar Rapids, Iowa—June 20th in Cedar Rapids. Organized in 1947, Bureau has sponsored many seminars, conferences and forums. It helps host over 200 foreign visitors to the city each year, publicizes opportunities in foreign trade in many, diverse ways, uses assistance of the Commerce Department's Bureau of International Commerce wherever possible and sponsors goodwill trade tours to Europe for local businessmen. Today, a wide range of Iowa products—from heavy machinery to trampolines, pharmaceuticals and soybean meal—go out to over 100 countries.

Export growth

● **Forney's Incorporated,** Tester Division, New Castle, Pa.—June 20th in Pittsburgh. This small firm makes special purpose machinery, machine tools and concrete testing machines. Until a few years ago, export sales were negligible but today are a major part of firm's business.

Initially, advertising in national trade papers brought substantial number of foreign inquiries and convinced firm of a good potential export market. It now has representatives in many countries and elsewhere makes a surprising number of sales direct to end users. A New York shipping agency handles all its export shipments. To secure overseas representatives, it has used foreign trade lists and other publications available from the Bureau of International Commerce, Department of Commerce.

● **Hilton Hotels Corporation** of Chicago, Ill.—June 27th in New York City at opening of New York Hilton. Has hotel facilities in close to 30 U.S. cities and 17 overseas. To promote travel to U.S., a well-organized sales campaign is active in most major world population areas. In past several years, overseas visitors to its U.S. hotels have increased considerably. Here, many services and information for these visitors, such as availability of translators, are offered on a 24-hour basis. Also, package plans have been arranged with international travel operators and carriers for "Visit U.S.A." tours.

● **P. Lorillard Company, Inc.,** New York City. Secretary of Commerce Luther H. Hodges presented this award on June 20th in Washington, D.C. Export sales of the firm's tobacco products have increased more than 20% in each of the past 5 years in the face of severe competition. An intensive drive has helped develop overseas markets—by using aggressive selling, hand-tailored advertising and sales promotion campaigns and by adopting demonstrated and proven marketing policies overseas.

● **E. D. Magnus and Associates, Inc.,** Chicago—June 28th in Chicago. Company acts as combination export managers for medium-size and small U.S. manufacturers in electronic components and equipment field. One of its achievements was to introduce specialized equipment for one firm on European market against aggressive competition. It overcame price difficulties and achieved substantial sales volume by emphasizing superior U.S. quality of product in its promotion and sales efforts.

● **Quaker State Oil Refining Corporation,** Oil City, Pa.—June 20th in Pittsburgh. Refines and markets motor oils and petroleum products. To offset loss of Cuban market, firm has continued to introduce its products in other world areas and has located promising new distributors. In 1961, shipments went to 25 countries. Among the firm's selling points are price and quality of its products, technical service and continuity of supply.

Help from Commerce

● **Richford Corporation,** Oceanside, N.Y.—June 26th at Toilet Goods Association Convention, Poland Springs, Me. Manufactures smartly styled containers and closures as well as complete packaging for cosmetic and allied industries. Recent export sales have shown a healthy increase and products now go to about 40 countries. Overseas sales meetings, monthly ads in trade journals have been valuable aids. With foreign trade lists from the Bureau of International Commerce, U.S. Department of Commerce, the firm has been able to secure foreign representation.

● **Tecumseh Products Company,** Tecumseh, Mich.—June 21st in Detroit. Firm is a manufacturer of refrigeration compressors, refrigeration condensing units and small gas engines, as well as an export sales organization. Overseas orders for its U.S.-made products have been booming. Over the past 10 years, the firm has established 14 licensees throughout the world.

● **Jervis B. Webb International Company,** Detroit, Mich.—June 21st in Detroit. Was formed in 1952 to introduce the material-handling equipment of Jervis B. Webb Co. into overseas markets. Before this time, export sales had been few. After a general market survey, long-term technical assistance agreements were set up with a number of leading firms overseas to train their engineering and administrative personnel. As royalties from these agreements increased, direct exports also increased—reflecting the activity of the company's associates in the sale of more refined and sophisticated material-handling systems.

● **World Trade Council,** Chamber of Commerce of Greater Pittsburgh, Pittsburgh, Pa.—June 20th in Pittsburgh. This business organization works in close association with some 300 area firms whose activities range from exporting to licensing and manufacturing. Has a multi-faceted program to encourage and promote a greater interest in international trade and investment in the Pittsburgh area. Has introduced world trade programs, held many seminars on aspects of world trade and performed many informational services. Overseas participants have often been included on their trade and investment development programs.

● **Year Book Medical Publishers, Inc.,** Chicago, Ill.—June 28th in Chicago. In past 4 years export sales have risen 39%. Book distribution is worldwide—wherever English language is read. Firm's overseas dealer organization includes about 375 accounts and stocks of its publications are located in strategic geographic locations to assure prompt delivery. Advertising in foreign journals, exhibits at medical conventions and trade shows, together with overseas travel of company's executives have all proved effective aids to further overseas sales.

OVERSEAS WAREHOUSE: 2 views of Brussels stockpile of U.S. merchandise maintained by correspondent of U.S. firm for quick shipment to European users on home office instruction.

PROVIDES 'PARTS' STOCKPILE

Firm tells how to place U.S. merchandise closer to the European consumer

Overseas warehousing and distribution centers set up to serve U.S. firms selling in foreign markets; tells of administrative service and time saving provided

By W. A. CLOSE
Superintendence Co., Inc.

Recently, at a Washington conference on Business-Government Relations in Marketing, Dr. Richard H. Holton, Assistant Secretary of Commerce for Economic Affairs, asked for the reactions of U.S. businessmen to a suggestion that "distribution centers" might be set up in major market areas in Western Europe. These centers, as suggested by Dr. Holton, would be entirely private organizations. By simplifying and shortening exporting procedures the centers would make it easier for European buyers to tap the U.S. supply sources.

W. A. CLOSE

We at the Superintendence Company, Inc., of New York are now and have for many years been offering just such a service to the American business community. We know from our experience that a service of this nature, involving a system of warehousing and distribution, encourages new firms to enter the export field. The president of our company, Jules M. Salmanowitz, a former president of the New York Produce Exchange, recently said:

"America must push exports as much as possible. The EEC is not going to close the door on U.S. exports, because for one thing, their own costs are continually going up. We in this country have a lot to sell to Common Market buyers who are anxious to buy from us. We have got to live with and understand the problems of the rest of the world. We must make it easier for the rest of the world to know and understand us. That is the job, not only of our government's negotiators, but of all businessmen."

Close relationship

Our company believes that there are fewer relationships that promote a fuller understanding than the relationship that exists between satisfied buyers and sellers. Our job is to bring U.S.-manufactured goods closer to the European consumer. In this way we feel that we are contributing in no small degree to better international understanding and a stronger economy at home.

Our company and its correspondents

the author

Mr. Close served for a number of years with the Military Government in Germany following World War II. Since that time he has been associated with Superintendence Co., Inc., of New York, correspondent of Societe Generale de Surveillance S.A., of Geneva, Switzerland. The firm has almost 100 years experience in the field of inspection, supervision, handling and warehousing, and control of commodities moving in international trade.

abroad, serve not only firms just entering the export field, but organizations that have been selling to customers around the world for many years. The United States Rubber Co., General Box Company, P. Lorillard International S.A., Philip Morris International and the California Trading Co., Ltd., are among our clients whose names age known throughout the world.

Low-cost distribution

To better explain how the use of overseas warehousing and distribution centers reduces administration requirements and allows low-cost distribution, I will describe the "SGS System." Our foreign correspondents, known in every trading center of the world as "Societe Generale de Surveillance S.A. (SGS)," founded the system of warehousing and distribution service which we call the "SGS System."

American firms who have taken advantage of the service have reported that the procedure makes the overall operation more economical, in terms of cost outlays and allows them to enter the foreign-trade arena on a competitive basis.

Set-up abroad

The "SGS System" is unique in that it provides a U.S. manufacturer with an all-inclusive "set-up" abroad, combining not only the physical activities of intermediate warehousing with final distribution but tying in the indispensable administrative activities.

The bonded warehouse acts as an overseas "stockpiling" center in which not only prime items but also spare parts are stored in quantities to meet normal requirements within the area. Through these facilities, the manufacturer is able to move merchandise and equipment of all kinds to his foreign buyers. SGS handles all details and acts on behalf of the U.S. manufacturer as if he, himself, were on the spot.

A manufacturer interested in entering an overseas market will appreciate what this service means in terms of both organization and investment. Normally, he has to make prior arrangements for the physical handling of his merchandise abroad, including receiving at port of discharge, arrange to meet customs formalities, and also warehousing and distribution problems. He is faced with various overseas customs, regulations and foreign exchange matters, insurance administration as well as arrangements for disposal and repair of damaged merchandise. There is also, of course, the matter of payment.

Many items can find a market but only if a rapid and complete supply system is available for accessory and spare parts. This, in itself, could require substantial investment in terms of merchandise (and Personnel) to keep the supply line moving and stocked. It is understandable that many potential exporters, faced with these problems have decided against entering the market.

Such complex and costly activities, involving many independent functions, are provided by the SGS system. Apart from providing a substantial savings in outlays and fees, the efficiency of the operation is considerably increased by achievement of a close coordination of effort from the moment of receiving at quay to the final delivery to the buyer.

The system works this way:—SGS receives the merchandise, as per vendor's advice, directly from the seagoing vessel at overseas port. At time of receipt from the shipping company, SGS port inspectors effect a tally of the containers and make an inspection to detect damage, if any, in which case reserves are filed with the shipping company and an insurance claim is initiated.

After receiving the merchandise and complying with customs formalities, SGS moves the merchandise to bonded warehouses, it is inventoried, and if necessary, the packing is broken down to individual units, including spare parts made available for immediate shipment.

Upon receipt of shipping instructions, the merchandise will be packed or repacked, marked and labelled. It will be transferred under bond to the chosen carrier, and shipped by air, rail, sea or post to the destination indicated.

In addition to this physical activity, SGS carries out complete documentation on the merchandise involved. Report forms such as Receiving Reports, Warehousing Reports and Shipping Reports are issued as these functions are performed. Arrangements can be made for the establishing of invoices on the manufacturer's letterhead, and if required, the merchandise can be released by the SGS against receipt of payment. Reports are distributed as instructed by the manufacturer, inventories are taken usually on a monthly basis, and reported upon. The entire insurance administration is accomplished by SGS, claims are lodged and settled, premiums are outlayed and insurance reports are issued as needed. No part of this administration burdens the U.S. manufacturer.

Mention has been made of the use of

"bonded" warehouses. While it is true that some savings could be attained by making use of so-called "free" warehouses—that is regular warehouses in which merchandise can be stored after the customs duty has been paid—it has been found that the relatively small savings over the use of bonded facilities is largely outweighed by the additional investment of paying the customs duty well ahead of effecting the sale. The real advantage, however, is that one such bonded warehouse can supply merchandise to more than one country.

For instance, the SGS bonded facility at Antwerp (Belgium) supplies merchandise not only to Belgium, but covers most of Europe, including the Common Market countries. This in turn means that one centrally located stock can be used to cover several countries, and results in more economical distribution, smaller inventories, fresher merchandise and a much reduced overhead on the operation as a whole. In many instances, shipping is effected within hours after receipt of these instructions.

A variety of manufacturers have availed themselves of our service. For example:

- A U.S. distiller ships various kinds of spirits abroad in barrels. The bottles and packing materials are purchased locally, and the spirits are brought to the desired proof and bottled locally, thus saving in freight and insurance as well as in import duties.
- On behalf of several manufacturers of cigarettes and other tobacco products, SGS holds substantial stocks of these items as well as display material for direct distribution.
- A manufacturer of electronic components stockpiles a complete line of items which are held on call for immediate delivery to his buyers as required.
- On behalf of a manufacturer of specialized air conditioning equipment, SGS holds a complete inventory of prime items and all spare and replacement parts are available for immediate delivery.
- In addition to these examples, many other items are carried on current inventory, varying from frozen lobsters to automobile tires.

The warehousing and distribution services described here could be the answer to some troublesome problems faced by U.S. firms desiring to enter the world market. Manufacturers who are already selling overseas, may be able to increase their sales by shortening the delivery period in this way. In a nutshell, ours is a service that makes exporting easier, and we believe, more profitable.

Beloit and Pinerolo in joint export effort

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

PINEROLO, ITALY—Among the Cinderella companies that have entered foreign lands seeking fame and fortune is a midwest enterprise going by the improbable alias of Beloit Iron Works. Such a name certainly does not describe the monstrous and elephantine equipment this business provides for makers of newsprint, fancy book sheets and coated magazine stock.

Six years ago George Dietrich, an executive with deep snowy hair matching the scraggy alpine peaks that on occasional days of sunshine lace this outdoor playground, came to Italy to duplicate the block-long machines that have been produced these many years in a tranquil community by the Rock River. Two thousand days later, Beloit Italia is the largest such manufacturer on the continent.

We were finishing luncheon—wild-wood strawberries, sweetened with dessert wine—in the hotel restaurant of Villa Perosa, a village that is forty minutes from Italy's swankiest ski resort, an hour or so from the Riviera, the French border, or one of the crystal lakes by the Swiss frontier where President Kennedy this week spent a quiet evening.

"Beloit is better because we are here," said Dietrich (and paper machines cost, on average, a few million dollars apiece, ranging anywhere from $500,000 to five millions.)

"We've raised the earnings of the company. We do groundwork. For instance, we've been working a year with a North African mill for a machine Beloit Italia will not sell, but because of export-import bank financing, it will eventually go to Beloit Iron Works."

Dietrich likes the outdoors like a polar bear. In summer he has a penchant for scuba diving with underwater photographic equipment, and, wintertimes, he schusses and slaloms the Fraiteve slope at Sestriere.

"It's the greatest and easiest sport in the world," he said as he gingerly moved a broken leg into a new position under the table. "I'm an amateur," Dietrich grins wide. "This thing snapped last month standing still, watching my son glide through hard packed snow."

Did he think that wage rates had anything to do with his Italian success?

"The last reason any company would migrate abroad is labor cost. Things are as expensive here as automobile insurance with teenagers in the family."

"The reason for being in business outside of the United States is to be on the scene. There's adventurous fizz in this air. The European market is going as fast as Frankie Carle playing honky-tonk."

Beloit Italia sells a croupier's portion of the world and is on the move, pall-malling to increased volume like a loose bullet.

"The paper business must go up," Dietrich reasons. "In Italy a few years ago, no one ever saw a paper bag. Everything is now upgraded. There's good facial and toilet tissue. One mill, at our urging, spent two million dollars to purchase a machine to produce it.They did it almost under protest. Now they've bought another one."

We asked why Beloit happened to select Pinerolo.

"Easy," said George Dietrich. "We took an expensive survey, then we found an available plant."

'Oil economy' boosts Libya toward first payments surplus

Geologists still uncertain about extent of total reserves; industry's taxes provide development revenues to Government

In March 1963, just 19 months after the first cargo of crude oil was shipped from Libya, the country's young oil industry passed the 100 million-barrel mark in accumulated exports. At present, 3 producing companies, all American, are exporting over 10 million barrels a month, and the outlook is for a continuing rise in the rate of crude oil production and exports both by these companies and by others nearing the production stage.

Oil has already begun transforming the Libyan economy. Trade figures show that crude oil exports halved the current account deficit in the 1962 balance of payments, and a surplus is forecast for 1963. At the same time, oil has given the Libyan Government a new and growing source of revenue to finance the nation's economic development. In the private sector of the economy, oil industry demands have spurred construction activities, provided direct and indirect employment opportunities, and opened up a host of new business opportunities for Libyan enterprises, foreign exporters and potential investors.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Half covered

Preliminary geological investigations were carried out in Libya from 1953 through 1955 under the terms of permits granted in accordance with the Minerals Law of 1953. In November 1955, the first concessions for petroleum exploration and development were awarded under the terms of the 1955 Petroleum Law. At present, there are 20 concession-holding companies with a total of 95 concession areas. The nationalities of these companies are as follows: 13 American, 2 German, 2 Italian, 1 British, 1 Anglo-Dutch, and 1 French.

The current concessions cover about 53% of Libya. Concessions are subject to relinquishment at the rate of 25% by the end of 5 years, a further 25% of the original concession area in the following 3 years, and a third surrender to bring the concession to 33⅓% of its original area at the expiration of 10 years from the date of the grant. This applies to zones 1 and 2 (Tripolitania and north Cyrenaica respectively), but final retention in zones 3 and 4 (southern Cyrenaica and Fezzan) is limited to 25% of the original concession area. These surrender procedures have already reduced the total area covered by concessions from 65% to the present 53% of Libya's total land surface.

In addition to the land concessions, 6 marine concessions have been granted, covering a total of just under 30,000 square kilometers in the Syrtic Gulf.

None since 1961

No concessions have been awarded since April 1961, although continuing relinquishments under the provisions outlined above have whetted oil company interest in obtaining further exploration areas. Bids for new concessions were in fact accepted during 1962 with awards scheduled to be made on September 15. However, the opening of bids was indefinitely postponed 2 days before it was due to take place and has not subsequently been rescheduled.

In the 8 years since the first concessions were granted, the petroleum industry has become far and away the largest single source both of foreign exchange and of revenues for the Libyan Government. In 1962, the first full year of petroleum exports, crude oil shipped abroad was valued in excess of $131 million. Although the actual cash return to Libya was of course less than this amount, the current account of the balance of payments showed a deficit only half that of the previous year and will almost certainly show a surplus in 1963 for the first time since Libyan independence.

At the same time, the industry has provided a new and major source of Libyan Government revenues. These are paid in the form of land rents, miscellaneous fees, royalties on crude oil shipments, and surtax up to 50% of total profits for any company reporting a profit position. Under the amended Petroleum Law, royalties are based on one-eighth of the posted price.

Provides many benefits

Aside from foreign exchange earnings and Government revenues, the petroleum industry provides a number of other direct and indirect benefits to the Libyan economy. The Petroleum Commission estimated in mid-1962 that some 11,200 persons were directly employed in the oil industry, of whom about 8,000, or 71%, were Libyans. Many of these Libyan employees have received both technical training and general education from the oil companies. Each of the operating companies, in particular, has established programs for this purpose, as have several industry service firms.

In terms of indirect benefits, commercial and banking activity has noticeably increased and the demands of the oil industry have been reflected in booming real estate operations, including construction of hotels, office and warehouse buildings, and houses. The local expenditures of the companies also serve as spurs to economic activity. Payments to contractors for supplies and services constitute a major part of these expenditures, while some 2,000 Americans and a substantial number of Italians, British, French, Germans, and others in the oil business provide an important economic resource through their personal service expenditures and income tax payments to the Libyan Government.

On the other side of the coin, the industry, by its very presence, has inevitably provoked a certain disruption of

OASIS OIL: Libyan workmen conduct drilling activities on an Oasis Oil Company of Libya well. Oasis Oil is a joint venture of the Ohio Oil Company, Amerada Petroleum Corporation, and Continental Oil Company. (Photo, Ohio Oil Co.)

traditional economic patterns. Agriculture and animal husbandry have been particularly hurt by a shift of laborers to oil camps or to urban employment in fields such as construction which have been spurred by petroleum industry needs. Libyan Government concern with this problem is expected to be reflected in the Development Plan—which oil revenues will do much to finance—by inclusion of measures designed to stimulate agriculture and increase the attractiveness of employment in that field.

Untapped reserves

As of May 1, 1963, 716 wells have been drilled in Libya, of which 312 were rated as productive oil wells and 2 as gas wells. These wells had a reported total tested (potential) rate of production of 457,314 barrels per day.

There is no estimate presently available as to proved oil reserves in Libya. However, some geologists have suggested that exploration to date may have revealed only as little as 10% of the oil resources believed to exist there.

NEW LIBERIAN PLANT

A large U.S. rubber company plans to establish a new tire-retreading plant in Liberia, capable of retreading tires for very heavy industrial equipment.

Nepal amends industrial law to attract foreign investors

Nation allows 100% foreign ownership of new industries, many old incentives retained, some restrictions are dropped

The Government of Nepal recently amended its Industrial Enterprises Act of 1961 in a move clearly designed to make Nepal more attractive to foreign investors. The amended law permits the establishment of large-scale industries (those capitalized at $65,000 or more) wholly-owned by foreign interests, making Nepal one of the few, if not the only developing country permitting 100% foreign ownership of new industries.

Other significant changes in the law which are of interest to foreign investors are:

★ The amendment retains a provision of the original law granting a 10-year exemption from income tax to new industries, and further provides that exemption from income tax may, after 10 years, be extended wholly or partially to an industry's income, with or without time limitation. Previously, any exemption from income tax after 10 years was limited by law to 25% of income in industries open to foreign investment.

★ An original ceiling of 30% of the foreign exchange earned from exports which could be retained by the firm to import machinery, raw materials, and/or technical assistance is now removed. The amendment leaves open the amount of such foreign exchange allocation—consistent with the regular operations of an exporting industry—but in view of its efforts to attract foreign capital, the Government will presumably honor a more liberal schedule contained in an official statement of industrial policy made in September 1962. That statement provided for retention of foreign exchange on a sliding scale, from 35% on export earnings up to $13,000 to 75% on export earnings over $1.3 million.

★ Full or partial exemption from export and import duties may now be authorized by the Government.

Incentives extended

Original investment incentives which are extended in the amended law are: non-discrimination between Napalese and foreign nationals or organizations; provision for foreign exchange facilities for up to 10% of the capital invested for the annual remittance of profits and up to 25% of the capital invested for annual repatriation of capital; foreign exchange for remittance of up to 25% of annual remuneration of foreign technicians; Government assistance in purchasing land for industrial establishments; and a 15% discount on the auction rate for timber used in the construction of factories or workers' housing.

An Industrial Committee will be established to consider applications for the establishment of new industries and make recommendations for the privileges to be extended to them. In view of the Government's efforts to attract foreign investment, there is good reason to expect that exceptional facilities might be granted to major investors who show serious interest. Additional details regarding Nepal's Industrial Law and policies may be obtained from the Department's Near East-South Asia Division.

Investment treaty

Potential American investors may find an added incentive in the Investment Guaranty Agreement between Nepal and the U.S., first concluded on May 17, 1960, and recently modified and augmented on June 4, 1963. The coverage against inconvertibility, expropriation, and war risk provided in the original agreement has now been extended to include possible losses from revolution and insurrection. Inquiries concerning investment guaranties should be addressed to the Investment Guaranties Division, Agency for International Development, U.S. Department of State, Washington 25, D.C.

Italian petroleum agency to build Tanganyika refinery

An oil refinery with an annual capacity of 600,000 metric tons, will be built in Tanganyika under an agreement between the Italian State hydrocarbon agency (ENI) and the Government of Tanganyika. The Italian National Oil Group has also built or is building refineries in Tunisia, Morocco and Ghana, and is scheduled to build another 600,000 ton refinery in the Congo.

Belgian economy weathers rough winter in good shape; foreign trade at record levels in March

Less expansive demand, competition, labor costs continue to squeeze profits; planned capital expenditures decline

Despite the harsh winter which disrupted transportation and slowed certain lines of production and exports, overall industrial production in Belgium held at a high level during the first quarter of 1963, especially in the consumer goods field. Nevertheless, profits continued to be squeezed by a slackening in the growth of demand, increasing competition, and rising labor costs, according to the U.S. Embassy in Brussels.

Order backlogs were down to only about 2 months' production in some industries, and utilization of industrial capacities ran below normal in some sectors, notably steel. In spite of a rather slow start, foreign trade exceeded the results for first quarter 1962.

With the return of better weather, prospects look brighter for the second quarter. Foreign trade made heavy gains in March, giving hope for continued expansion. Industrial production in March and April ran about 5% above the comparable months of 1962, although the degree of improvement varied from sector to sector.

Imports totaled $1,136 million, $29 million over the first quarter of 1962, and exports came to $1,094 million, up only $1 million. However, foreign trade picked up spectacularly in March due to hurried filling of January and February order backlogs. March exports set a record high of $410.7 million, while imports at $420.7 were only $6 million below the all-time peak of October 1962. Details on the distribution of foreign trade by country and commodity have not yet become available.

Production of electricity benefited from the cold spell, reaching a level almost 16% above the year before through increased domestic production and higher power exports, particularly to Switzerland.

Coal production rose to meet increased demands from households and power stations. Output totaled about 5.6 million metric tons, 4% above the 1962 period. Imports also increased, reaching 1.5 million metric tons against 1.1 million for January-March 1962. Pithead stocks declined further, dropping to less than 1 million tons at the end of March.

In line with a world-wide trend, steel production leveled off in the first part of the quarter but made some recovery in March. Output for the industry reached 1.8 million metric tons, about 1% less than for the same period last year. While no overall steel price rise occurred, slight increases were observed during April for certain types, including merchant steel, wire bars, and reinforcing bars.

Owing to extreme cold weather, construction was at a standstill until an upturn got under way in the middle of March. About 9 million man-days were lost during the winter, resulting in a loss of about $170 million in building activity.

The decline in construction activity had repercussions in other industries. The flat glass and cement sectors were badly hit. However, recovery occurred in March, particularly for cement. Total flat glass deliveries for the first 2 months of the year were 11% lower in volume and 16.4% lower in value than during the same months of 1962.

In the important metal manufactures sector, total deliveries during December and January (latest available data) were 2.8% above a year earlier. Exports, which accounted for 38% of output, were up 11%, while domestic deliveries declined 2.8%. Of particular concern was a decline in order backlogs, which in January were 11% below the level of January 1962 and 14% below December 1962.

The outlook seemed promising in the other major industrial sectors. Textile production and employment were rising, with demand coming primarily from the domestic market. Nevertheless, producers continued operating on slim profit margins and were seeking to boost export sales.

Chemical prices were generally stable. Rising demand for chemical products was noted toward the end of the quarter, and new export orders for sulphuric acid indicate a high level of activity in the inorganic sector throughout the remainder of the year. Demand for pitch and tar was also high. Zinc production dipped to 50,692 metric tons, 6% below the first quarter of 1962, whereas lead output jumped 28% to 22,056 metric tons.

There has been a tendency for the portion of production and exports represented by finished goods to rise, and for that part comprised of basic and semi-finished products to level off, thus correcting what has often been considered an excessive dependence of the Belgian economy on the production of unfinished goods.

Capital growth off

First quarter results indicate the continuation of a previously noted decline in planned capital expenditures, which has unfavorably affected orders for producers' goods. Also, actual new capital outlays fell off, with more recourse being made to bank borrowings than to self-financing. However, the investment picture appears likely to improve in the second quarter, particularly in the im-

More information

Inquiries regarding Food for Peace authorizations may be directed to the Programs Operations Division, Foreign Agricultural Service, U.S. Department of Agriculture, Washington 25, D.C. Telephone: DUdley 8-6211 or DUdley 8-5433. For actual purchase information, call the embassy of the nation involved.

Availability of counterpart loan funds obtained through surplus food sales under the Food for Peace Program can be determined through the Office of Development Financing and Private Enterprise, Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8063.

For information concerning government insurance for overseas investments, contact the Investment Guarantees Division of the Agency for International Development (AID), Washington 25, D.C. Telephone: DUdley 3-8363.

portant iron and steel industry, now that U.S. prices have been increased and world-wide demand seems to be rising.

A survey by the Federation of Metal Fabricating Industries reported new investments in this important sector as follows: 1961 = $53 million; 1962 = $64.5 million; and, 1963 = $52.7 million forecast. The significant increase in 1962 investments included a considerable volume planned for 1961 but carried over. Financing was 80% from retained earnings, and the balance mostly from loans. The expansion of production capacity will be particularly marked in the fields of arms and aviation, wire manufacturing, sheet work, and building materials.

The retail price index reflected particularly the impact of the severe winter on food prices. It rose from 112.7 in December to 114.6 in March, but settled back to 113.9 in April (1953 = 100). Wholesale prices remained steady, with the index at 438 in January and 437 in the following 2 months (1936-38 = 100).

High liquidity

In the financial field, the high degree of liquidity which had made possible a gradual lowering of interest rates during the past year and a half, continued. Investors have shown resistance to the declining interest rates on public bond offerings. This resistance, together with the effect of the newly-established withholding tax on interest income, was held responsible for the rather mediocre showing in March of the Government's first Treasury loan this year. Toward the end of the quarter, interest rates turned moderately upward, although there has been no change in the discount rate.

The sharp winter unfavorably affected public finances. The curtailment of many activities reduced indirect tax receipts some 3% below budget estimates for the quarter, while expenditures for unemployment relief and the repair of frost-damaged roads were substantially greater than expected.

The hard winter occasioned some $100 million in unforeseen Government expenditures. These factors contributed to the rather sharp increase in the public debt, which rose by $240 million to $8,704 million during the quarter.

WAX EXPORTS

U.S. exports of waxes increased 15% in 1962, with fully refined, crystalline, paraffin wax making the largest gain. Imports of waxes decreased 10%; the only substantial gains were animal wax, n.s.p.f., and ouricury vegetable wax.

Malagasy trade deficit jumps, but sales to U.S. take up slack

Market for used U.S. clothing restricted; tractor sales also uncertain; U.S. is nation's best vanilla customer

Malagasy foreign trade statistics for 1962 revealed a continuing imbalance in that country's foreign trade as it had a visible trade deficit of about $26.8 million. Paradoxically, the Malagasy Republic recorded its most favorable balance of recent years in its trade with the U.S., thanks to relatively heavy sales of vanilla and coffee to American firms.

According to these statistics Malagasy exports to the U.S. in 1962 amounted to $14.4 million (1961—$11.2 million), whereas imports from the U.S. were only $2.8 million (1961—$2.1 million).

> This article summarizes a recent study on U.S.-Malagasy trade in 1962. A detailed report is available on loan from the Africa Division, Office of International Regional Economics, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

France continues to dominate the Malagasy trade picture, selling about $90 million worth of goods and buying about $50 million of the total Malagasy exports of $93 million.

A brief analysis of the U.S.-Malagasy trade has been prepared to examine the local market needs and prospects for future trade.

Inhibit U.S. trade

Malagasy imports and exports both reached new high levels in 1962. The U.S. share of imports increased slightly over 1961, rising from 2% of the total to 2.4%, whereas our share of exports continued at about 15%. This low level of U.S. exports to Madagascar can be directly traced to the highly French-oriented system of protective import controls. The U.S. is Madagascar's best customer for its vanilla, and a significant buyer of its coffee.

One specific item in U.S.-Malagasy trade which has decreased strikingly in value since 1960 is that of used clothing. Imports of used clothing valued at about $1.4 million were imported from the U.S. in 1960, the peak year, and this value dropped to $215,000 in 1962. In the recently published announcement of 1963 import quotas, no quotas have been allowed for importation of used clothing from any source. This drop in U.S. sales of used clothing here reflected a general drop in used clothing imports from all sources, apparently as a result of a conscious Malagasy Government policy. The American Embassy, Tananarive is attempting to determine if this means the end of this trade, or if there will be supplemental quotas later this year, or if quotas will be given again next year. It has been alleged in the past that used clothing imports are restricted to protect a small Malagasy cotton textile mill. However, it is not just cotton used clothing which is restricted, but all clothing, including that made from wool. The best market for used wool clothing is found in the plateau region, where the winters are cold.

French aid program

Other principal U.S. exports to Madagascar held up well in 1962. These included aircraft and parts, tractors, auto parts, machinery, electrical apparatus, grease, tobacco manufactures and edible oils. Although demand for aircraft parts for MADAIR's fleet of DC-3s and DC-4s is expected to continue for some years, the same cannot be said for tractors, either of the agricultural or of the construction type. Under the current French aid program in Madagascar, the French are making a concerted effort to bring in large numbers of Renault and Continental tractors. Some of these tractors will presumably be given on a grant basis, and others on easy loan terms. It is too early to study the full impact of these imports on the market for U.S. tractors and parts.

ITALIAN EXPORT CREDIT

The ceiling on Italian export credit guarantees will be raised to 300 billion lire ($480 million) in fiscal 1963-64. During the current fiscal year, the ceiling was set at 270 billions ($432 million).

Agricultural fair to take place in Austrian city

Consulate General plans Trade Information Booth

Agricultural machinery and household equipment will be exhibited late this summer at the 1963 Austrian Agricultural Fair in Ried.

Some 2,000 exhibitors plan to enter the Aug. 31-Sept. 8 event. Business visitors from West Germany, Switzerland, Italy, France and Great Britain will be among those attending.

The U.S. Consulate General at Salzburg will operate a Trade Information Booth (TIB) to help U.S. manufacturers and exporters of agricultural machinery and household equipment to enter this market or sell more of their products.

U.S. firms unable to exhibit privately at Ried are invited to submit their business proposals, in duplicate, to the U.S. Consulate General in Salzburg, Austria. They should be marked internally "For use at the Trade Information Booth at the Austrian Agricultural Fair in Ried," and to the attention of the Commercial Officer. The proposals should answer the following questions:

➽ What product or service do you wish to sell or offer?

➽ Do you wish to appoint an agent or a distributor, or sell directly to the end user? Describe the arrangement you desire and indicate whether you will grant exclusive representation in the country or region.

➽ Are you interested in a joint venture? If so, describe your proposition briefly, giving details of products or services to be provided.

➽ Are you interested in licensing a qualified firm to manufacture your product abroad? Provide a description of the agreement you desire.

➽ What type of firm is best qualified to transact your business?

Each proposal should be accompanied by information such as brochures and other descriptive literature (no more than 25 pieces) so that an effective sales presentation can be made. Data on the size and scope of your firm, catalogs and price lists are appropriate for this use. Price information should include cost-insurance-freight (c.i.f.) quotations.

Publishers of trade journals are invited to send as many copies of their publications as possible for use in the TIB.

U.S. businessmen planning to be in Austria at the time of the fair are invited to register at the TIB. It may help increase their sales, the Consulate General pointed out recently.

U.S. manufacturers who have agents or representatives in Austria are urged to let the Consulate General know. The TIB staff will actively pursue the interest of those exhibiting, as well as those unable to participate directly.

Further information about international trade fairs is available, unless otherwise indicated, from the Bureau of International Commerce, Trade Fairs Division, Department of Commerce, Washington, D.C., 20230.

U.S. firms are invited to Hong Kong exhibition

U.S. firms have been invited to participate in a display of light industrial machinery and raw materials next winter in Hong Kong.

The 21st Exhibition of Hong Kong Products, sponsored by the Chinese Manufacturers' Association of Hong Kong, will take place sometime between early December 1963 and early January 1964. Exact dates will be announced later.

The exhibition will be held in the Hung Hom Reclamation, Kowloon, Hong Kong. The U.S. Consulate in that city feels that the event offers U.S. firms a good chance to introduce their products in this market.

U.K. to build more houses than reported last May

The British are expected to build a lot more houses than INTERNATIONAL COMMERCE reported last May.

On page 11 of the May 27 issue, it was reported that an estimated 360,000 to 400,000 houses will be constructed in the U.K. over the next 20 years. The British, reports the U.S. Embassy in London, plan to build that many houses each year during the next two decades.

Boat exhibition set next winter in Hamburg

Lightweight outboard motors popular at 1963 exposition

Interested in selling boats in Germany?

The German Boat Exhibition scheduled next winter in Hamburg will provide a good chance to do this. Dates are January 23 through 28.

Interested firms are asked to apply as soon as possible to the Deutsche Boots-Ausstellung, Planten und Blomen, Ausstellungspark der Freien und Hansestadt Hamburg, Am Dammtor, 2 Hamburg 36, West Germany.

The fair management for the 1963 show estimated that sales totaled approximately $2.5 million. Lightweight outboard motor boats weighing up to 170 lbs. and measuring up to 16 ft. proved to be "favorites with the public," as well as cabin cruisers with sleeping accommodations.

A total of 347 boats were on display at the 1963 event, 150 more than were shown the previous year. The number of exhibitors reached 215, the 1962 total being 131.

Agriculture machinery show scheduled in Spanish city

Exhibitions of all types of machinery and equipment related to agriculture and animal husbandry will be included at the 83rd Cattle Fair and Agricultural Exposition in Aviles, Spain.

The event will take place Aug. 24-28. U.S. firms are invited to participate.

Additional information is available from Sr. Francisco Orejas Sierra, 83rd Concurso de Ganados y Exposición Agro-Pecuaria, Aviles, Spain.

SIGN UP NOW

Space will be available to U.S. food firms and producers of certain related non-food items at U.S. Food Exhibition for Western Europe, in Amsterdam, Netherlands, Nov. 7-24. For further information contact the Press Service, U.S. Dept. of Agriculture, Washington, D.C. 20250.

1963-'64 Trade fairs

Exhibitions in over 50 countries beckon export-minded U.S. manufacturers

U.S. firms are provided with a unique opportunity to expand their exports, or enter the foreign market, through exhibiting in trade fairs planned for the coming months. The Trade Fairs Division of the Department of Commerce has a great deal of background information about these fairs, and is in a position to assist U.S. businessmen in planning their exhibits.

Information available from the Division includes preliminary and final reports on fairs; rules and regulations for exhibiting; illustrated brochures; and official fair catalogs which list exhibitors.

The fairs, some general, some specialized, are listed by country, city, name, type, and management address. Unless otherwise specified, the fairs are held annually; are or were scheduled for 1963; and the management office is located in the host city. Tentative U.S. Government participation by the Commerce Department is shown (★).

The managements of the fairs listed in the U.S. section have indicated to the Department of Commerce their interest in attracting foreign buyers to expand sales of their exhibitors' products abroad.

Information is taken from latest data available to the Department of Commerce. The Department cannot assume responsibility for accuracy of dates or the outcome of any transactions with the fair managements.

Further information regarding these fairs may be obtained from the Trade Fairs Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C., 20230.

Algeria

Algiers

April-May. Algiers Int'l Trade Fair. General. 3 rue Jean Rameau.

Australia

Adelaide

Sept. 5-12. Adelaide Royal Show. Agricultural. Show Grounds.

Brisbane

Aug. 8-17. Agricultural, Industrial, and Motor Show. G.P.O. Box 122B, Brisbane.

Melbourne

Mar. 23-Apr. 4, 1964. Grand Easter Show. Wool Industry. 50 Queen Street.

March. Ideal Home Show. 110 Jolimont Road.

May. Int'l Toy Fair. 342 Flinders Street.

July 18-27. Intl Boat Show and Water Sports Exhibition. Exhibition Promotions Pty. Ltd., Suite 29 "Town House" 67 Queens Road.

August 12-17. Melbourne Engineering Exhibition. Suite 12, 33 Queens Road.

Perth

Jan.-Feb. Perth Motor Show. 1121 Hay Street.

Sept. 27-Oct. 3. Perth Royal Show. Agricultural. 9 Howard Street.

Sydney

June. Sydney Homes Exhibition. G.P.O. 4962.

July 20-25, 1964. Sydney Engineering Exhibition. Biennial. P.O. Box 4962.

July 26-Aug. 10. Sydney Industries Fair★. General. Biennial (held alternately with Sydney Engineering Exhibition). R.A.S. Showgrounds.

Austria

Dornbirn

July 12-21. Int'l Export and Trade Fair. Textiles, textile machinery, chemicals. Rathausplatz.

Graz

Sept. 28-Oct. 6. Graz Southeastern Fair. Agricultural. Semi-annual. Conrad Hoetzendorf Strasse 67.

Innsbruck

Sept. 21-29. Innsbruck Trade Fair. Hotel, restaurant, tourism. Maria Theresienstrasse 47.

Klagenfurt

Aug. 8-18. Klagenfurt Timber Fair. Rathaus.

Ried

Aug. 31-Sept. 8. Austrian Agricultural Fair. Hauptplatz, Rathaus. Biennial (held alternately with Wels).

Vienna

March 15-22, 1964. Int'l Spring Fair. General. Messeplatz 1.

April 15-Oct. 16, 1964. Int'l Horticultural Congress. Management, Vienna, Austria.

Sept. 8-15; Sept. 13-20, 1964. Int'l Fall Fair. General. Messeplatz 1.

Wels

Aug. 29-Sept. 6, 1964. Agricultural Fair and Festival. Biennial (held alternately with Ried). Hauptplatz, Rathaus.

Belgium

Brussels

Jan. 15-26, 1964. Int'l Motor and Cycle Show. S.I.M.P.A., 10, place de Brouckere.

Feb. 16-23, 1964. Int'l Agricultural Equipment and Products Show. 29 rue du Spa.

Mar. 6-15, 1964. Int'l Inventors Show. 70 rue de Livourne.

Mar. 7-15, 1964. Outdoor Living & Related Sports. 25 Ave. Charles, Brassine.

April. Professional Exhibit of Ready-Made Women's Apparel. 52 rue du Progres.

April 30-May 11. Brussels Int'l Trade Fair. General Palais du Centenaire.

June 1964. AMTEC Fair (American Metalworking Technology for the European Community. American Society for Metals, Metals Park, Ohio.

Oct. 12-27. Int'l Food & Home Exhibition. 10 place de Brouckere.

Nov. 9-15. Int'l Hospital Equipment Exhibition. 171 Avenue du Domaine. Biennial.

Charleroi

Sept. 19-27. Int'l Technical and Industrial Exposition. Ave. de'l. Europe.

Ghent

Sept. 14-29. Int'l Trade Fair. General. Palais des Floralies.

Liege

May-June. Int'l Trade Fair. General. 17 Blvd. D'Avroy.

Brazil

Rio de Janeiro

July 19-Aug. 18. U.S. Solo Exhibit★ Office of Int'l Trade Promotion, U.S.

Dept. of Commerce, Washington 25, D.C.

Bulgaria

Plovdiv

Sept. 1964. Int'l Fair of Plovdiv. General. Bulgarian Chamber of Commerce, 11a Stambolusky, Sofia. Biennial.

Canada

Montreal

Jan. 27-29, 1964. Eastern Canada Hardware Show. Show Mart Bldg., Suite 257, 1600 Berri Street.

Mar. Montreal Spring Gift Show. 443 Mt. Pleasant Road, Toronto 7.

May 10-14, 1964. Int'l Stationery and Office Equipment Show. P.O.B. 10, 2055 Peel Street.

Aug. Montreal Fall Gift Show. 443 Mt. Pleasant Road, Toronto 7.

Aug.-Sept. Int'l Congress of Radiology. Suite 204, 1555 Summerhill.

Sept. 27-Oct. 6. Int'l Trade Fair. General. 227-228 Show Mart Bldg., 1600 Berri Street.

Oct. High Fidelity Exhibition. 25 Taylor Drive, Toronto.

Nov. 12-14. Canadian National Business Show. 1819 Yonge Street, Toronto 7.

Toronto

Jan. Canada Farm and Industrial Equipment Trade Show. 4969A Yonge Street.

Feb. Toronto Spring Gift Show. Seccombe House, 443 Mt. Pleasant Road.

Feb. Canadian Boat Show. 85 King Street, East.

Feb. 10-13, 1964. Canadian Hardware Show. 290 Merton Street.

Mar. Canadian National Sportsmen's Show. 85 King Street, East.

Mar. Canadian Restaurant Association Convention & Exhibition. 60 Avenue Road.

Mar.-Apr. National Home Show. 1819 Yonge Street.

Apr. Industry Accident Prevention Exhibition. 90 Harbour Street.

May 5-7, 1964. Plastics Show of Canada. Biennial. 481 University Avenue.

Aug. 16-Sept. 2. Canadian National Exhibition. General. Exhibition Park.

Sept. 30-Oct. 2. Institute of Radio Engineers Exhibition. 1819 Yonge Street. Biennial.

Sept. Toronto Fall Gift Show. 443 Mt. Pleasant Road.

Oct. 28-30. Ontario Hospital Assn. Exhibition. 24 Terrand Drive, Flemingdon Park, Don Mills, Ontario.

Nov. 3-5, 1964. National Packaging Exhibition. 1835 Yonge Street. Biennial.

Vancouver

March. Vancouver Gift Show. 443 Mt. Pleasant Road.

May 13-23, 1964. British Columbia Int'l Trade Fair. Triennial. Dept. of Industrial Development, Trade & Commerce, Victoria.

Aug. 17-Sept. 2. Pacific National Exhibition. Agricultural, industrial, Exhibition Park.

Ceylon

Colombo

Dec. 1-31, 1964. Ceylon Industrial Exhibition. 48 Sri Jinaratana Road.

Colombia

Bogota

Aug. 30-Sept. 15. Bogota Int'l Trade Fair. Carrera 40, No. 22-C-67.

Cyprus

Nicosia

June 28-July 21. Cyprus Int'l Fair★. General. 67th Salon Street, P.O.B. 625.

Czechoslovakia

Brno

Sept. 8-22. Int'l Trade Fair★. General. Brno-Vystaviste, Praha 3, Vaclavske Nam. 57.

Denmark

Aalborg

Mar. Int'l Textile Exhibition. 17 Vesterbro.

May-June. Danish Food Fair. 17 Vesterbro. Quadrennial.

Copenhagen

Feb. 28-Mar. 8, 1964. Int'l Automobile Exhibition. Biennial. 22 Amaliegade.

Mar. Int'l Productivity Exhibition. Universal Fair & Exhibition Service Ltd., 17 Blaagaardsgade.

Mar.-Apr. Int'l Toy Exhibition. Forum A/S Jul., Thomsens Plads.

April 10-19, 1964. Int'l Plastics Exhibition. 17 Blaagaardsgade. Triennial.

Apr. Scandinavian Boat Show. 21 Callisensvej.

Sept. 11-20, 1964. Int'l. Fisheries Fair. 10 Puggaardsgade.

Sept. 13-22. Int'l Office Equipment Exhibition. 17 Blaagaardsgade.

Sept. 21-Oct. 7. Cabinet Makers Assn. Exhibition. 41 Gronnegade.

Fredericia

May. Furniture Fair. 10 Magelos, Odense.

Aug. 1-11. Danish Trade Fair. General. Bansk Kobestavne.

Herning

Mar. Danish Textile Fair. Herning-Hallen, Herning-Jutland.

Apr. "A Vacation for All" Exhibition. A/S Ostergade 26, Herning-Hallen.

Fiji

Suva

Sept. 9-14. Trade and Industries Fair. General. P.O.B. 177.

Finland

Helsinki

Sept. 13-29. Int'l Maritime Exhibition. Helsinki, Toolo.

Sept. 17-27, 1964. Finnish Int'l Trade Fair. General. Helsinki-Toolo. Biennial.

France

Avignon

Apr.-May. Avignon Spring Fair. General. 46 Avenue Jean-Jaures.

Besancon

Sept. 5-16. Int'l Timepiece Exhibition. Chambre de Commerce, 54 Grande Rue.

Bordeaux

June 13-25, 1964. Int'l Trade Fair. General. 12 Place de la Bourse.

Cannes

May-June. Int'l Salon of Light Aircraft. 5 Ave. Mozart, Paris XVI.

Oct. Int'l Nautical Exhibition. Port Debilly.

Oct. 26-29. Camping & Fishing Int'l Exhibit. Palais du C.N.I.T.

Nov. 8-18. Int'l Laundry, Dyeing & Dry Cleaning Equipment Exhibition. Biennial. 126 rue de Picpus.

Nov. 14-21. Int'l Exhibition of Measurement, Control, Regulation & Automation—MESUCORA. 37 Ave. de Breteuil. Biennial.

Nov. 1964. Int'l Dairy Equipment Show. Biennial. 3 rue la Boetie.

Nov. 1964. Int'l Bottling Equipment & Related Industries Exhibition. 28 rue Louis-le-Grand. Biennial.

Nov. 1964. Int'l Packaging Exhibition. Biennial. 40 rue du Colisee.

Nov. 1964. Int'l Clothing & Knitwear Industries Equipment Show. 40 rue du Colisee. Biennial.

PAY CLOSE ATTENTION: Cambodian fair visitors watch attentively a demonstration of hand power tools at the recent Phnom Penh trade fair. The tools are products of the Skil Corporation of Chicago, Ill.

Strasbourg

Sept. 5-16. European Fair. General. 9 rue Brulee.

Toulouse

Apr.-May. Toulouse Exposition & Trade Fair. General. 2 bis rue d'Alsace-Lorraine.

Germany

Berlin

Jan. 24-Feb. 2, 1964. Agricultural Machinery Fair.—GREENWEEK. Hammarskjoldplatz 1-7, Mansurenallee 5-15.

Mar. 13-22, 1964. Int'l Boat Show & Water Sports Exhibition. Hammarskjoldplatz 1-7, Mansurenallee 5-15.

May-June. Int'l Water Exhibition. Lerchenstrasse 36, Essen.

June. Pharmaceutical, Medical & Technical Exhibition. Klingsorstrasse 21.

Aug. 30-Sept. 8. German Radio, Television & Phonograph Exhibition. Masurenallee 5-15, Charlottenburg 9.

Sept. 21-24. German Soap Fair. Masurenallee 5-15, Charlottenburg 9.

Oct. 12-27. German Industries Exhibition.★ General. Masurenallee 5-15, Charlottenburg 9.

Cologne

Jan. 29-Feb. 2, 1964. Int'l Furniture Fair. Biennial. Postbox 140.

June-July 1964. Int'l Exhibition of Fire Fighting Apparatus & Safety Equipment—INTERSCHUTZ. Messe und Ausstellungs G.m.b.H. Triennial.

Aug. 24-26. Men's Fashion Week. Postbox 140.

Sept. 5-8; Feb. 21-24, 1964. Int'l Household Goods & Hardware Fair. Semi-annual. Postbox 140.

Sept. 21-29. General Provisions & Fine Foods Exhibition—ANUGA. Messengelande G.m.b.H. Biennial.

Oct. 17-20. Int'l Lingerie & Foundation Garments Trade Fair. Postbox 140.

Oct. 18-20. For the Baby. Postbox 140.

Nov. 3-5. Int'l Fair for Sporting Goods, Camping Requirements—SPOGA. Postbox 140.

Duesseldorf

May. Int'l Packaging & Confectionery Machinery Fair—INTERPACK. Ehrenhof 4.

July 4-14. Home and Garden Exhibition. Ehrenhof 4.

Sept. 29-Oct. 1; Nov. 3-7.★ Sales & Fashion Week of Ladies' Outer Garments Industry—IGEDO. Messegelande G.m.b.H. Quarterly.

Sept. 29-Oct. 1. German Footwear Samples Display. Semi-annual. Messegelande.

Oct. 12-20. Int'l Trade Fair for Plastics. Ehrenholf 4.

Nov. 27-30. Industrial Safety & Factory Hygiene Exhibition & Convention. Nordwestdeutsche Ausstellungs, G.m.b.H.

Nov. 10-16, 1965. Int'l Congress & Exhibition of Measuring Instruments & Automation—INTERKAMA. Ehrenhof 4. Biennial.

May 1967. Int'l Printing & Paper Fair.—DRUPA. Quinquennial. Messegelande.

Essen

April. Camping Exhibition. German Fair Authority.

June 4-15, 1964. German Building Exhibition. Norbertstrasse 2. Biennial.

Frankfurt

April. Frankfurt Fur Fair. Messegelande.

June. Inter-Oil Exhibition. P.O.B. 7726, Friedrich-Ebert-Anlage 57.

June 19-27, 1964. Congress & Exhibition of Chemical Apparatus and Equipment—ACHEMA. Triennial. Rheingau-Allee 25.

Aug. 25-29; Feb. 16-20, 1964; Aug. 30-Sept. 3, 1964. Frankfurt Int'l Fair. General; Semi-annual. Festhalle.

Sept. 12-22. Int'l Automobile Exhibition. Biennial. 61 Westendstrasse.

Sept. 27-Oct. 4, 1964. Int'l Exposition of Laundry, Cleaning & Dyeing Trades. Hansa-Allee 16. Quadrennial.

Sept. 1964. Int'l Cycle & Motorcycle Exhibition. Biennial. Friedrich-Ebert-Anlage 57, Postbox 7726.

Cannes

Aug. Int'l Nautical Exhibition. Port Debilly.

Grenoble

Mar. 7-11, 1964. Int'l Salon of Winter Sports. Grenoble, France.

Lille

Apr. 25-May 10, 1964. Int'l Trade Fair. General. Grand Palais.

Limoges

May-June. Limoges Exposition & Trade Fair. General. 7 rue du General-Cerez.

Lorient

May-June, 1964. Int'l Fisheries Fair. Biennial. Chamber of Commerce.

Lyon

Feb. 29-Mar. 6, 1964. Int'l. Toy Salon. Palais des Congres.

Mar.-April. Int'l Trade Fair. General. Quai A. Legnon.

Oct. 5-8. Int'l Furniture Salon—MEUROPAM Palace of Engineering, Quai A. Legnon. Biennial.

Marseille

Apr. 9-20, 1964. Salon Natique. Parc Chanot.

Sept. 19-30; Sept. 24-Oct. 5, 1964. Int'l Trade Fair. General Parc Chanot.

Metz

Oct. 2-13; Sept. 30-Oct. 11, 1964. Int'l Trade Fair. General. 1 Avenue de l'Amphitheatre.

Montpellier

Oct. 10-21. Int'l Vine and Wine Fair. 11 bis rue de la Loge.

Nancy

June. Nancy Trade Fair. General. 9 rue des Dominicains.

Nice

Feb. 27-Mar. 9, 1964. Int'l Fair of Nice. Tourism. 8, Place Massena.

Oyonnaux

May. Int'l Plastics Fair. Hotel de Ville.

Paris

Jan. 29-Feb. 3, 1964. Int'l Furniture Fair. 22 Ave. Franklin Roosevelt.

Jan. Luggage & Leather Goods Show. 6 rue Beranger.

Feb. 7-11, 1964. Int'l Radio & Electronic Components Show. 23 rue de Lubeck.

Feb. 24-Mar. 15, 1964. Domestic Arts Exhibition. 15 Ave. de la Division-Leclerc.

Mar. 3-8, 1964. Int'l Agricultural Machinery Show. 95 rue Saint Lazare.

Mar. 12-19, 1964. Int'l High Fidelity Show. 14 rue de Stael.

Mar. Show of Men's Clothing. 8 rue de Richlieu.

Apr. Int'l Exhibition of Civil Engineering & Building Equipment. 1 Ave. Niel. Biennial.

Apr. Int'l Fur Trade Exhibition. 36 Ave. de l'Opera.

Apr. Int'l Building Materials & Construction Methods Exhibition—BATIMAT. 1 Ave. Niel.

Apr.-May. Camping & Sporting Goods Exhibition. 149 rue Saint-Honore.

Apr.-May. Women's Ready to Wear Show. 35 rue Etienne-Marcel.

May 17-28, 1964. Paris Int'l Trade Fair. General. 2 Ave. Gabriel.

May 25-June 2, 1964. Mechanical & Electrical Enginering Fair. 40 rue du Colisee.

May. Int'l Public Works & Building Exposition. 112 rue de Charenton.

May. Int'l Materials Handling Fair. 40 rue du Colisee.

May. Int'l Textile Show. 10 rue d'Anjou.

May 16-June 2, 1964. First Int'l Energy Salon. 28 rue de la Source.

May-June, 1964. French Biennial Machine Tool Exposition. 40 rue du Colisee.

Sept. 5-15. Int'l Radio & Television Exhibition. 23 rue de Lubeck.

Sept. 7-12. Int'l Leather Week. 2 rue Edouard VII.

Sept. 8-11. Int'l Confectionery Show. 48 ave. de Villiers.

Sept. 8-16. Commercial & Professional Exhibition of Art Workshops. 13 rue des Petites Ecuries.

Sept. 1964. Int'l Food Machinery Exhibition. Biennial. 42 rue du Louvre.

Oct. 3-13. Int'l Automobile & Cycle Show. Grand Palais Porte J.

Oct. 5-14. Trade Equipment Show. 42 rue de Louvre.

Oct. 5-14. Int'l Food Week. 42 rue du Louvre.

Oct. 10-21. Int'l Technical Exhibition of Hotel & Catering Equipment. 13 rue de Liege.

Oct. 11-20. Int'l Office Equipment Fair. 6 place de Valeis.

Oct. 9-14. Int'l Book Fair. Gr. Hirschgraben 17-19.

Oct. 19-27. Int'l Trade Exhibition of Sanitary Heating Technique. Meckenheimer Allee 67, Bonn. Triennial.

Nov. 26-29; May 26-29, 1964. Interstoff Fair. Clothing textiles. Friedrich-Ebert-Anlage 57, Postbox 7726. semi-annual.

Friedrichshafen

May. Int'l Fair of Lake Constance. General. Int'l Bodensee-Messee G.m.b.H.

Hamburg

Jan. 23-28, 1964. German Boat Exhibition. Deutsche Boots-Ausstellung, Planten un Blomen. Am Dammtor, 2 Hamburg 36.

Mar. Int'l Gastronomy Fair—INTERNORGA. Planten und Blomen, Ausstellungspark der Freien und Hansestadt, Am Dammtor.

Mar. Hotel & Catering Exhibition. Planten un Blomen. Ausstellungspark der Freien und Hansestadt, Am Dammtor.

Apr. 26-Oct. 10. Technique in Horticulture. Ausstellungspark der Freien und Hansestadt, Am Dammtor.

Aug. 1-Oct. 15. Prefabricated Housing '63. Der Stern Redaktion Pressehaus.

Aug. 14-23, 1964. Int'l Food & Delicatessen Exhibition-LEFA. Biennial. Planten un Blomen, Ausstellungspark der Freien und Hansestadt, Am Dammtor.

Hannover

April 26-May 5, 1964. German Aviation Exhibition. Biennial. Kaiserplatz 8, Bonn.

April 26-May 5, 1964. German Industries Fair. General. Messegelande.

Sept. 13-20, 1964. Agricultural Show. Zimmerwig 16, Frankfurt.

Sept. 22-Oct. 1. Int'l Textile Machinery Exhibition. Comite European des Constructeurs de Material Textile.

Sept. 27-Oct. 6, 1964. German Machine Tool Exhibition. Messegelande. Quadrennial.

Leipzig

Sept. 1-8. Leipzig Int'l Trade Fair. Semiannual. General. Hainstrasse 18.

Munich

March 14-22, 1964. German Construction Machine Exhibition-BAUMA. Verein Ausstellungspark Munchen e.V., Theresienhohe 14.

April. Int'l Confectionery Exhibition-INTERCHOC. Theresienhohe 14.

May 21-31, 1964. Int'l Small Enterprise Fair. Handicrafts. Theresienhohe 14.

June 25-Oct. 3, 1965. Transport & Communications Exhibition. Theresienhohe 14.

Sept. 18-27, 1964. Int'l Exhibition of Groceries & Fine Foods-IKOFA. Biennial. 8 Mueveben 12, 13 Theresienhohe.

Sept. 19-29. Hunting, Forest & Wood Exhibition. Theresienhohe 14.

Nuremberg

Feb. 23-28, 1964; Feb. 14-19, 1965. Int'l Toy Fair. 24 Berliner Platz.

Offenbach

Aug. 24-29; Feb. 15-20, 1964; Aug. 29-Sept. 3, 1964. Int'l Leather Goods Fair. Semiannual. Kaiserstrasse 108.

Oldenburg

Aug. 25-Sept. 1. Agriculture & Technology Fair. Rathaus 1.

Pirmasens

May 23-28, 1964. Footwear, Leather, and Machinery Exhibition. Ringstrasse 76. Triennial.

Saarbrucken

March-April. Int'l Trade Fair. General. Am Schauzenberg.

Stuttgart

July 1965. Int'l Dental Show. Am Kochenbof 16, Postbox 990.

Oct. 22-Nov. 1, 1965. Int'l Hotel & Restaurant Trade Fair. Postbox 990. Triennial.

Wiesbaden

March-April. Int'l Sport Articles Special Fair. Langgasse 17.

Great Britain

Birmingham

Feb. 6-15, 1964. Motorists' Fair. W. G. Appleyard, 71 Broad Street.

Feb. 25-March 7, 1964. Boat Show. 167 Garrison Lane, Small Heath.

Feb.-March. Hotelliers, Caterers & Catering Equipment Exhibition. 71 Broad Street.

May. Foundry Exhibition. Herbert Daniel Exhibitions, Ltd., 3 Clifford Street, London 1.

June. Building & Public Works Exhibition. 20 John St., Sunderland.

Blackpool

Jan. Int'l Slipper Fair. Spencer House, South Place.

Feb. Int'l Gifts & Fancy Goods Fair. St. Dunstan's House, Carey Lane, London.

Feb. 24-29, 1964. Northern Hotel & Catering Trades Exhibition. Jack D. Rose Exhibitions, Ltd., Bostel House, Brighton, Sussex.

April. Do-It-Yourself Exhibition. Exhibitions Ltd., 93 Abingdon St.

Oct. 22-24. Int'l Shoe Repairers' Exhibition. Green Dragon House, 64/70, High Street, Croydon, Surrey.

Brighton

Feb. 9-13, 1964. British Toy Fair. 94 Halton Garden.

Feb. 24-27, 1964. Smallwares Trade Fair. 1, Dorset Buildings, Salisbury Square, London.

Aug. 23-31. Southern Brewers & Allied Trades Exhibition. 25 Ship St.

Farnborough

Sept. 6-13, 1964. Flying Display & Exhibition. 29 King St., St. James's London.

Harrogate

Jan. 11-17, 1964. Int'l Toy Fair. Finsbury Court, London E.C. 2.

April. Exhibition of Autumn Footwear. 22 Gilbert St., London W. 1.

July 9-11. Great Yorkshire Show. Cliftonfield, Shipton Road, York.

Sept. Northern Floor Coverings Fair. Commonwealth House, 1-19 New Oxford St., London W.C. 1.

Sept. Northern Antique Dealers' Fair. Royal Hall.

Leicester

May 4-8, 1964. Shoe Trades Exhibition. Spencer House, South Place, London W.C. 2. Biennial.

London

Jan. 1-11, 1964. Int'l Boat Show. 44 Great Queen Street.

Jan. 6-9, 1964. Exhibition of Scientific Instruments and Apparatus. 47 Belgrave Square.

Jan. 21-30, 1964. Int'l Hotel & Catering Exhibition. Biennial. 623 Grade Buildings, Trafalgar Square.

Jan. National Confectionery Trade Exhibition. Ashley House, 53 Christ Church Avenue.

Jan.-Feb. Int'l Travel & Holiday Exhibition. Spring Street.

Jan. 27-Feb. 8, 1964. British Furniture Exhibition. 17 Berners Street.

Feb. 10-14, 1964. Leather Goods, Luggage & Handbag Fair. 23/25 Eastcastle Street.

Feb. Int'l Industrial Lubrication Exhibition. 3 Racquet Court, Fleet Street.

Feb.-March. Int'l Carpet, Linoleum & Floor Coverings Fair & Carpet Production Exhibition. Commonwealth House, 1-19 New Oxford Street.

Feb.-March. Delicatessen Exhibition. 2 Dunraven St., Park Lane.

March 18-25, 1964. Electrical Engineers Exhibition. Museum House, Museum Street.

March. Stationery Trade Fair. 6 Wimpole Street.

March. Ideal Home Exhibition. 12-15 Bouverie.

April 13-16, 1964. Meat Machinery Butchers' Supplies Exhibition. Dorset House, Stamford St., London, S.E. 1.

April 13-17, 1964. Int'l Compressed Air & Hydraulic Exhibition and European Fluid Power Conference. Biennial. St. Richards House, Eversholt Street.

April 13-17, 1964. Int'l Pipes & Pipelines Exhibition. 97 Old Brompton Road. Biennial.

April 15-24, 1964. Heating, Ventilating & Air Conditioning Exhibition—HEVAC. 9 Argyll Street.

April 27-May 1, 1964. Int'l Hardware Trade Fair. 74 Holland Park.

April 1964. Int'l Clothing Trade Exhibition. Biennial. 9 Gough Sq., Fleet Street.

April. Laboratory Apparatus & Materials Exhibition. 3 Racquet Court.

April. Int'l Audio Festival Fair. 42 Manchester St.

April. Dairy Enginering Exhibition. 623/4 Grand Buildings, Trafalgar Sq.

April-May 1964. Production Exhibition & Conference. Biennial. 33 Millbank.

May 5-15, 1964. Int'l Mechanical Handling Exhibition & Materials Handling Convention. Biennial. Dorset House, Stamford Street.

May 25-30, 1964. Instrument, Electronics & Automation Exhibition. 9 Argyll Street. Biennial.

May. Fuel Efficiency & Power for Industry Exhibition. City Hall, Deansgate, Manchester 3.

May. World Fishing Exhibition. Commercial Exhibitions, Ltd., St. Richards House, Eversholt St.

May. Radio & Electronics Component Show. Biennial. 9 Argyll Street.

May. Int'l Leather Fair. Spencer House, South Place.

May. Int'l Refrigeration & Air Conditioning Exhibition. 1 Crane Court, Fleet Street.

May 1965. International Photo Fair. Biennial. 52 Grafton Way.

May 26-29, 1964. Int'l Industrial Finishes Exhibition. 97 Old Brompton Rd.

May. Int'l Hospital Equipment & Medical Services Exhibition. Walmar House, 288 Regent Street.

May. Footwear Components Exhibition. Commonwealth House, 1-19 New Oxford St.

June 25-July 9, 1964. Int'l Machine Tool Exhibition. Quadrennial. Victoria House, Southampton Row.

June. Plant & Maintenance Engineering International Conference & Exhibition. Business Publications, Ltd., Mercury House, 109/119 Waterloo Road.

June. Antique Dealers' Fair & Exhibition. Grosvenor House, Park Lane.

June-July. Construction Equipment Exhibition. Drury House, Russell St., Drury Lane.

July 16-27. Int'l Printing Machinery & Allied Trades Exhibition. Grand Buildings, Trafalgar Sq.

Aug. 30-Sept. 14. Int'l Handicrafts, Homecrafts & Hobbies Exhibition. 24 Store Street.

Aug.-Sept. National Radio & Television Exhibition. 59 Russell Square.

Sept. 1-16, 1964. British Food Fair. Biennial. 10 Mount Row.

Sept. 4-12. Int'l Packaging Exhibition. 34 Victoria Street, S.W. 1. Biennial.

Sept. 23-27. Int'l Watch & Jewelry Trade Fair. Commonwealth House, 1-19, New Oxford St.

Sept. 25-Oct. 3, 1964. Int'l Commercial Motor Transport Exhibition. Biennial. 148 Piccadilly.

Sept. 28-Oct. 3. Int'l Bakers & Confectioners Exhibition. 623 Grand Buildings, Trafalgar Square.

Sept. 30-Oct. 3. Shoes for Spring Exhibition. 22 Gilbert Street.

Oct. 1-10. Gauge & Tool Exhibition. Standbrook House, Old Bond St.

Oct. 5-9, 1964. Brewing, Bottling & Allied Trades Exhibition. 623 Grand Buildings, Trafalgar Sq. Quadrennial.

Oct. 16-26. Int'l Motor Exhibition. Forbes House, Halkin Street.

Oct. 22-25. Dairy Show. 17 Devonshire St.

Oct. Fashion in Footwear Exhibition. Commonwealth House, 1-19 New Oxford St.

Oct. Food Packaging Exhibition. 6 London Street.

STOPS THE SHOW: Robed Libyan villagers stare in amazement at a demonstration of an advanced design Lewyt vacuum cleaner. The cleaner was supplied for the U.S. Exhibition in Tripoli by Signal Manufacturing Co. of Salem, Mass. The show, held Feb. 28-March 8, attracted up to 37,000 visitors daily.

Nov. 11-16. Factory Equipment Exhibition. Commonwealth House, New Oxford St.

Nov. 11-16. Engineering Materials & Design Exhibition & Conference. Commonwealth House, New Oxford St.

Nov. 11-15. Medical Exhibition. 194-200 Bishopsgate.

Nov. 11-16. Industrial Photographic & TV Exhibition. Industrial & Trade Fairs, Ltd., Commonwealth House, 1-19 New Oxford Street.

Nov. 13-27. Building Exhibition. Biennial. 11 Manchester Square.

Nov. 16-21, 1964. Public Works & Municipal Services Congress and Exhibition. 70 Victoria Street. Biennial.

Nov. 1964. Int'l Cycle & Motorcycle Show. Biennial. Stanley House, Eaton Road. Coventry.

Dec. 2-6. Smithfield Show and Agricultural Machinery Exhibition. Forbes House, Halkin Street.

Dec. 4-6. Int'l Poultry Show. Dorset House, Stamford Street.

Dec. 31, 1963-Jan. 11, 1964. National Camping & Outdoor Life Exhibition. Exhibition House, Spring Street.

Manchester

March. Brighter Homes Exhibition. City Hall, Deansgate.

April 21-May 2, 1964. Grocers' and Allied Trades Exhibition. 393 Corn Exchange. Biennial.

May. Int'l Homes Exhibition. 412 Tottington Road, Bury, Lancashire.

July. Electronics, Instruments, & Components Exhibition. 78 Show Road Rochdale, Lancashire.

Aug. 26-29. Knitting Wool Trade Fair. 22 Strand Street.

Oct. Int'l Knitting Machinery & Accessories. Old Colony House.

Nov. 5-16. Do-It-Yourself & Hobbies Exhibition. Provincial Exhibitions, Ltd., City Hall, Deansgate.

Preston

Sept. Modern Home Exhibition & Food Fair. 11 St. Wilfrid Street.

Greece

Thessaloniki

Sept. 1-22. Int'l Fair of Thessaloniki.★ General. Int'l Fair of Thessaloniki.

Guatemala

Guatemala

Mar. Int'l Exposition. General. Chamber of Industry. 3 Ave. 7-13, Zona 1.

Hong Kong

Hong Kong

Feb. 1965. Fisheries Exhibition. 11th Floor, Li Po Chun Chamber. Triennial.

Dec. Jan. Hong Kong Products Exhibition. 54-65 Connaught Road, Central Hong Kong.

Iraq

Baghdad

Sept. 1965. Baghdad Agricultural and Industrial Fair. Mumtsz Umari, Director General of Exhibitions.

Ireland

Dublin

Jan. Irish Hotel & Catering Trades Exhibition. Fair Management.

May. Dublin Spring Show. General. Royal Dublin Society, Ball's Bridge.

Israel

Tel Aviv

June 16-July 7, 1964. Near East Int'l Fair. General. P.O. Box 3259. Biennial.

April. Jerusalem Int'l Book Fair. 70 Jaffa Street.

Italy

Ancona

June 23-July 7. Int'l Fair of Fishing & Related Industries. Ancona Chamber of Commerce.

Bari

Sept. 10-23. Int'l Levant Fair.★ General. Ente Autonomo Fiera del Levante.

Bologna

March. National Shoe Style Show. Fair Management.

May. Bologna Int'l Trade Fair. General. 49 Strada Moggiore.

Bolzano

Sept. 13-23. Int'l Sample Fair. General. C.P. 297, Via Roma.

Busto Arsizio

Sept. 14-23. Int'l Cotton, Artificial & Synthetic Fibers, Chemical & Textile Machinery Exhibition. 1 Via Mameli.

Florence

Jan. and July. Italian Fashion Show. Semiannual. Centro di Firenze per la Moda Italiana.

Feb. 1964. "Week of the Raincoat." Industralists Association.

April-May. Int'l Handicraft Fair. Piazza della Liberta 1.

Sept. 16-Oct. 16. Int'l Market-Exhibit of Antiques. Fair Management. Biennial.

Sept. 1-8. Samples Exhibit of Footwear, Leather Goods & Leather. 9 Via Valfonda.

Genoa

Jan. 25-Feb. 5, 1964. Int'l Boat Show. Viale Delle Brigate Partiglane 18.

Oct. 5-20. Int'l Aeronautics Show. Management.

Oct. 5-20. Genoa Int'l Trade Fair. Viale Delle Brigate Partiglane 18.

Oct. 5-20. Int'l Communications. Genoa, Italy.

Messina

Aug. 4-9. Int'l Samples Fair. General. Fair Management.

Milan

Feb. 1-5, 1964; June 28-July 2, 1964. Italian Leathergoods Show. Mercato Italiano della Pelletteria, Via Lanzone 4.

April 12-25, 1964. Int'l Samples Fair. General. Via Domodossola.

June 1964. Int'l Packaging Exposition IPACK. Biennial. Via Lanzone 4.

Oct. 4-13. European Machine Tool Exhibition. 21 rue des Drapiers, Brussels, Belgium.

Oct. 1964. Italian Machine Tool Exhibition. Biennial. Via Palestro 22.

Nov. 12-17. Int'l Textile Market for the Clothing Trade—MITAM. Semiannual. Galleria S. Babila 4/D.

Nov. 30-Dec. 9. Int'l Cycle & Motorcycle Exhibition. Via Mauro Macchi 32. Biennial.

Nov. 22-27, 1964. Instrumentation & Automation Exhibition & Conference (Italian manufacturers only). Fair Management, Milan.

Naples

June 28-July 14. Housing, Home Furnishings & Clothing Fair. Piazzo Campi Flegrei.

Padova

May 31-June 13, 1964. Int'l Samples Fair. General. Via N. Tommaseo, 59.

Palermo

May-June. Int'l Mediterranean Fair. General. Fair Management, Palermo.

Parma

Sept. 20-30. Int'l Fair for Preserved Food & Packaging. Via Cavestro 3.

Piacenza

Sept. Int'l Hydrocarbon Exhibition & National Methane Gas Exhibition. Piazza Cavalli n. 35.

Rome

June. Int'l Electronic Nuclear Energy Exhibition. Via Fontanella Borghese 23.

Trieste

June 21-July 5. Int'l Trade Fair. General. Viale Ippodromo 18.

Turin

Oct. 13-21. Int'l Clothing Exhibition. SAMIA. Semiannual. Corso Massimo d'Azeglio 15.

Sept. 19-Oct. 30. Int'l Technical Exposition. Via Massena 20.

Oct. 30-Nov. 10. Int'l Motor Show. Corso Galileo Ferraris 61.

Verona

March 8-16, 1964. Int'l Agricultural Fair. Palazzo del Pallone.

Vicenza

Sept. 6-16. Vicenza Fair. General. 11 Mure, Porta Nuova.

Vigevano

Sept. 14-22. Int'l Shoe Fair. Palazzo del Commune.

Japan

Osaka

April 1964. Osaka Int'l Trade Fair. Biennial. Osaka Int'l Trade Fair Commission, Honmachi-Bashi, Higashi-Ku.

Oct. Japan Int'l Machine Tool Fair. Osaka Int'l Trade Fair Commission. Honmachi-Bashi, Higashi-Ku.

Nagoya

Oct. 5-15. Japan Machinery Fair. Nagoya City Hall, 1-6 Minamisolobori-cho, Naka-Ku.

Tokyo

April-May. Tokyo Int'l Fair. General. c/o Economic Bureau, Tokyo Metropolitan Government, 1, 3-chome, Marunouchi, Chiyodo-ku, C.P.O. Box 1201.
Biennial.

May. Int'l Eyewear & Optical Instrument Fair. 108 Iriya-machi Taito-ku.

Sept. 1-10. Int'l Oil-Hydromation Machine Show. Japan Oil Hydraulics Association.

Nov. 5-10. Int'l Book Exhibition. 36-38 Southampton Street. London W.C. 2.

Kenya

Nairobi

Oct. 2-5. Royal Agriculture Show. P.O. Box 30176.

FISHING ENTHUSIASTS: Leon Chandler (right), vice president of Cortland Industries, Cortland, N.Y., demonstrates U.S. fishing gear to interested spectators at the U.S. Exhibition at the recent Poznan, Poland International Trade Fair. Chandler won wide acclaim for his expert fly casting demonstrations.

Liberia

Monrovia

Dec. U.S. Solo Exhibit*. Office of International Trade Promotion, U.S. Department of Commerce, Washington 25, D.C.

Libya

Tripoli

Feb. 28-March 20, 1964. Int'l Industrial Commercial & Agricultural Fair. General. P.O. Box 891.

Luxembourg

Luxembourg

May 21-31, 1964. Int'l Trade Fair. General. Halls d'Exposition.

Aug. 31-Sept. 9. Furniture Fair. Association des Patrons-Menuisiers du Grand Duche di Luxembourg, 44 rue Glesener.

Malagasy

Tananarive

Aug. 31-Sept. 22. Int'l Fair of Tamative★. General. B.P. No. 868.

Malaya

Singapore

Sept. Trade & Industries Fair. General. Great World Amusement Park, Kim Seng Road.

Malta

Valletta

July 1-15. Int'l Trade Fair. General. Exchange Buildings.

Mexico

Mexico City

Oct.-Nov. Home Products Fair. San Juan de Letran.

Monterrey

April-May. Agricultural, Livestock & Industrial Fair. Apartado Postal 1852.

Morocco

Casablanca

April-May. Casablanca Int'l Fair. General. Rue Jules Mauran.

Netherlands

Amsterdam

Jan. 6-9, 1964. National Trade Fair for Hotel, Restaurant, Cafe & Associated Operations—HORECAVA. RAI-Gebow N.V., Europaplein 8.

Jan. 20-25, 1964. Agricultural Machinery Exhibition. Europaplein 8. Biennial.

Feb. 6-16, 1964. Int'l Exhibition of Commercial Vehicles. Biennial. De Rijwiel - en - Automobiel - Industries, Europaplein 8.

Feb. 28-March 7, 1964. Int'l R.A.I. Exbition of Motorcycles, Scooters, Bicycles, and Motorized Bicycles. Biennial. De Rijwiel-en-Automobiel-Industries, Europaplein 8.

March 9-17, 1964. Int'l Technical Fair. 11 Manchester Square, London W.1 England.

Feb. 1965. Int'l Automobiles Show. Biennial. Rywel-en-Automobile-Industries, Europaplein 8.

March 1965. HISWA-Watersports Exposition. Biennial. Netherlands Asso. for Commerce & Industry of Shipbuilding & Watersports.

April 1964. Int'l Sugar Exhibition. Triennial. Netherlands Asso. of Confectionery & Manufacturers, Marnixstraat 380.

April 14-21, 1964. Int'l Packaging Exhibition—MACROPAK. Biennial. Royal Netherlands Industries Fair. Vredenburg, Utrecht.

May 1-10, 1964. Int'l Household Fair. Huishoudbeurs, P.C. Hooftstraat 154.

May. Efficiency Fair. RAI Gebouw N.V., Ferd. Botstraat. 155.

Sept. 13-22. Int'l FIRATO Exhibition. Radio, television, and electronics. Secretariaat F.I.A.R., Emmalaan 20.

The Hague

June. Int'l Marketing & Distribution Congress. 14 Burgemeester de Monchyplein.

Sept. 24-Oct. 4. Ideal Home Exhibition. Maurilskade 49.

Rotterdam

Nov. 12-16. Int'l Shipbuilding, Marine Engineering & Port Equipment Exhibition. c/o N.V. Metro, Strevelsweg 700.

Utrecht

Sept. 9-17, 1963.

March 9-17, 1964. Int'l Trade Fair. General consumer goods. Vredenburg Sq.

March 9-17, 1964. Int'l Technical Fair. 11 Manchester Sq. London, W 1. Biennial.

April. Int'l Shoe Fair. Vredenburg Sq.

Sept. ROKA Foodstuff Exhibition. 132 Nieuwe Binnenweg.

Oct. 8-17. HET Instrument. Sparrenlaan 2. Soest. Biennial.

Nov. 4-9. Furniture & Furnishings Trade Fair. Vereniging "Vakbeurs Meubelen en Woningtextiel". Biennial or every 18 Months.

Nov. 1965. "Machevo" Machinery & Equipment Fair. Biennial. Royal Netherlands Industries Fair.

New Zealand

Wellington

Aug. 22-Sept. 5, 1964. Int'l Trade Fair. General. Box 6141. Triennial.

Nigeria

Lagos

Oct.-Nov. Nigerian Industrial Exhibit. General. Federal Ministry of Commerce and Industry. Biennial.

Norway

Oslo

May 1965. Int'l Plastics Exhibition. Festningsplassen. Quinquennial.

May. Norwegian Industries Fair. General. Tollbugt 2, Borsen. Quadrennial.

Aug. 10-18. Agricultural Exposition. Rosenkrantzgt 8.

Sept. 18-29. Int'l Industrial Machinery Fair. 22 Rosenkratzgaten.

Nov. 5-12. Int'l Chemical Engineering Fair. Norwegian Industries Development Assn.

Pakistan

Karachi

Oct.-Nov. Pakistan Int'l Fair. General. PR-1/29, Randal Road.

Peru

Lima

Oct. 26-Nov. 10. Pacific Int'l Trade Fair.★,General. Biennial. Av. Nicolas de Pierola 742, Edificio Internacional 702.

Philippines

Manila

Aug. Philippine Travel Show. Philippine Society of Travel Agencies.

Poland

Poznan

June 7-21, 1964. Poznan Int'l Fair. General. ul. Glogowska 14.

Portugal

Lisbon

June 9-23, 1964. Int'l Trade Fair. General. Portuguese Industrial Association, Avenida de India.

Oporto

June. Int'l Textile Fair. Textiles, textile machinery and related products. Associacao Industrial Portuense, Rue de Mousinko de Silveria, 228.

Rhodesia, Nyasaland (Fed. of)

Bulawayo

April-May. Centrol African Trade Fair & Exhibition. General. P.O. Box 3384.

Scotland

Glasgow

Sept. 3-19, 1964. Scottish Industries Exhibition. No. 2. Moodside Terrace, Glasgow, C.e3. Quinquennial.

Somali Republic

Mogadiscio

Sept. 28-Oct. 12. Int'l Fair of Somali.★ P.O. Box 27, Mogadishu, Somali. Biennial.

South Africa, Republic of

Johannesburg

April. Rand Easter Show & Industrial Exhibition. General. Showgrounds, Milner Park.

Spain

Barcelona

June 1-20, 1964. Int'l Samples Fair. Palacio No. 1, Avenida de la Reina, Maria Christina.

Bilboa

March 3-12, 1964. Machine Tool Fair. Apartado 468.

Aug. 11-31. Bilbao Trade Fair. (a national fair). General. Apartado 468.

Elda

Sept. 1-9. Int'l Shoe Industry Fair of Elda. Fair Management, Elda.

El Ferrol

July 10-30. Samples Fair of the Northwest of Spain. F. Saavedro 158. El Ferrol del Caudillo.

Madrid

Feb. National Fair of Men's Fashions. Malstro Vetoria 4.

May 1964. Int'l Agricultural Fair. Biennial. Sindicato Nacional de la Ganaderia.

Oct. 8-Nov. 8. Int'l Exhibition of Construction. Alcala, 42-Plata 5.

Murcia

March-April. Int'l Canning Fair. Feria Internacional de la Conserva y Alementacion.

Seville

April-May. National Samples Fair. General. Plaza Freumfo 7.

Valencia

Feb.-March. Valencia Children's Clothing & Toy Fair. Apartado 476.

May 1-20, 1964. Int'l Sample Fair. General. Llano del Real, 2, Apartado N. 476.

Zaragoza

Oct. 2-22. Zaragoza National Samples Fair. General. 18 Pral, Don Jaime 1.

Surinam

Paramaribo

Oct. 3-14. Surinam Trade Fair. General. Gravenstraat 7.

Sweden

Goteborg

March 14-22, 1964. Artificial Textiles Exhibition. Svenska Massan. Biennial.

April 2-12, 1964. Swedish Boat Show. Kristellvagen 9, Hagersten.

May 15-24, 1964. Int'l Swedish Industries Fair. General. Postgiro 12484.

Sept. 2-10. Int'l Exhibit of Household Goods. Goteborg's Merchant Association. Vasagatan 52.

Sept. 7-15; Sept. 5-13, 1964. Household of Today Exhibition, Svenska Massan, Box 3067.

Oct. 31-Nov. 10. Int'l Fishery Fair. P.O. Box 12484.

Nov. Int'l Plastic Fair. INTERPLAST. Tstra Torggantan 2.

Halsingborg

May. Motor & Traffic Exhibition. A.B. Halsingborg-suststallningar, Hamntorget.

May-June. Int'l Trade Fair. General. Gamla Tullhuset.

June. Engineering & Mechanics Exhibition. A.B. Halsingborg-suststallningar, Hamntorget.

Jonkoping

June. European Agricultural & Industrial Fair—ELMIA. Rosenlunds-hallen.

Stockholm

March. Int'l Boat Show. "Allt for Sjon" Fack, Stockholm 28.

Stockholm

Aug. 28-Sept. 8. St. Erik's Fair★. General. Lindingovagen 16-18.

Sept. 27-Oct. 3. Technical Fair.★ Fair Management, Stockholm.

Oct. 18-27. Int'l Office Machine Exposition. Birger Jarlsgatan 13.

Nov. 8-17. Heating, Ventilating, Plumbing. VVS-MASSAN. Sturegatan 8.

Switzerland

Basel

April 11-21, 1964. Swiss Industries Fair. General. Societe Cooperative Foire Suisse d'Echantillons.

Aug. 27-Sept. 4. IFAC—Int'l Congress for Automatic Control. Kinkelstrasse 10, Post box 289, Zurich 35.

Sept. 1-3. Int'l Hardware Trade Exhibition. INTERFEREX. 61 Clasastrasse.

Sept. 2-7. INEL-Int'l Exhibition of Industrial Electronics. Fair Management, Basel.

Oct. 1965 or 1966. ILMAC-Int'l Congress & Exhibition of Laboratory Measurement & Automation Techniques in Chemistry. Schweizer Mustermesse.

Geneva

March 12-22, 1964. Int'l Automobile Show. 1 Place du Lac.

Aug. 31-Sept. 9, 1964. Int'l Conference on Peaceful Uses of Atomic Energy. Fair Management.

Oct. 23-Nov. 3. Ideal Home Exhibition. 1 rue du Temple Case Postale.

Lausanne

Sept. 7-22. Swiss National Autumn Fair. Avenue Benjamin-Constant.

Montreux

May. Int'l Television Equipment Trade Fair. Int'l Telecommunication Union, Montrose.

Zurich

Feb.-March. Int'l Cycle & Motor Show. Nordstrasse 20.

May. HILSA Exhibition-Heating, Insulation, Air Conditioning, Sanitary And Automation. Nordstrasse 20.

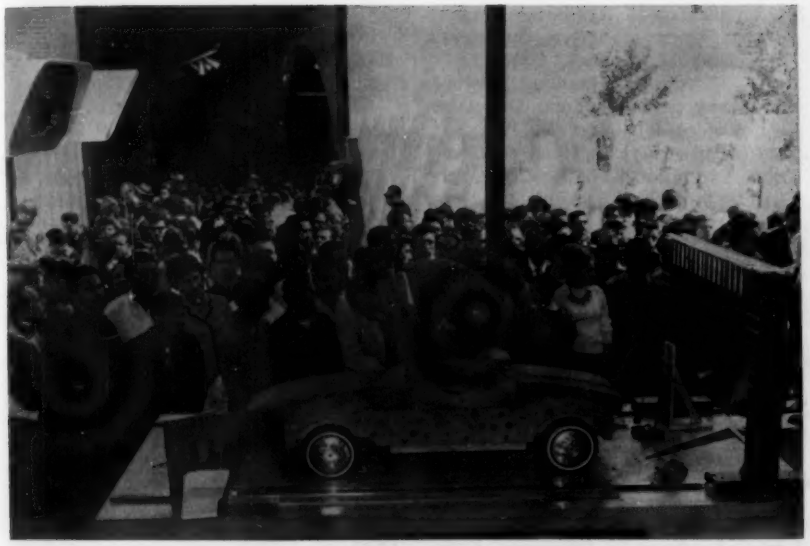
June-July. ESPA-Int'l Bakery Confectionery Show. Nordstrasse 20.

June 5-14, 1964. Swiss Import Exhibition. Nordstrasse 20.

Syrian Arab Republic

Damascus

Aug. 25-Sept. 20. Damascus Int'l Fair. General. 187 Baghdad Ave.



THIS IS HOW IT'S DONE: Ford sculptor-modeler Hubert Lorinez uses a model of Ford's Mustang experimental sports car to show visitors at the U.S. Exhibition in Mexico City how cars are designed in Detroit. The Feb. 8-28 event drew well over 1 million visitors. Theme was 'Allies in Progress.'

Tunisia

Tunis

Oct. 18-Nov. 3. Tunis Int'l Trade Fair.★ General. Avenue Mohamed V.

Turkey

Izmir

Aug. 20-Sept. 20★; Aug. 20-Sept. 20, 1964. Izmir Int'l Fair. General. Kulturpark.

United Arab Republic

Cairo

Nov. 1964. Cairo Int'l Fair. General. Ministry of Economy.

West Indies

Barbados

March 1964. Caribbean Exhibition. General. Barbados Junior Chamber of Commerce, Bridgetown, Barbados, W. 1. Biennial.

Yugoslavia

Belgrade

May 24-June 2, 1964. Int'l Technics & Technical Achievements Fair. Bd. Vojvode Musica 14.

Sept. 27-Oct. 6. Int'l Chemical Exhibition. Bulevar Vojvode Musica 16. Triennial.

Oct. 13-20. Fashion in the World Clothing Fair. Beograde Bulevar Vojvode Musica 14.

Leskovac

July 6-14. Int'l Textiles & Textile Machinery Fair. Leskovac, Bore Slankovica, Street No. 5.

Ljubljana

Aug. 31-Sept. 8. Int'l Wine Fair. Titova 50.

Oct. 12-20. Int'l Fair of Modern Electronics. Titova 50.

Novi Sad

May. Int'l Agricultural Fair. Hajduk Veljkova 11.

Zagreb

Sept. 7-22, 1963★; April 17-26, 1964. Int'l Trade Fair. General, semiannual. 25 Savska cesta.

United States

1963

July

7-11. Independent Housewares Fair. Chicago. 8 South Dearborn Street, Chicago, Illinois.

19-26. California Gift Show. Los Angeles. Trade Shows, Ltd., 3510 Council Street, Los Angeles 4, California.

20-23. Southern Jewelry Show. Atlanta. Southern Jewelry Travelers Assn., Inc., 631 Cander Bldg., Atlanta, Ga.

21-24. Gift & Jewelry Show. New Orleans. Helen Brett Enterprises, Inc., 6 E. Monroe Street, Chicago 3, Illinois.

August

4-8. Retail Jewelers of America Trade Show. New York. 711-14th Street, N.W., Washington 5, D.C.

5-9. National Notion & Novelty Show. New York. Flo English, Hotel Statler-Hilton, Room 122, New York 1, New York.

11-14. Gift, China, Glass & Stationery Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe Street, Chicago 3, Illinois.

20-23. Western Electronic Show & Convention. San Francisco. 1435 S. La-Cienega Blvd., Los Angeles 35, Calif.

25-28. Minneapolis Gift & Jewelry Show. Minneapolis. Helen Brett Enterprises, Inc., 6 E. Monroe Street, Chicago 3, Illinois.

25-28. Fancy Food & Confection Show. New York. Charles Snitow Organization, Inc., 331 Madison Avenue, New York 17, N.Y.

September

1-5. Detroit Gift Show. Detroit. 1st National Bank Bldg., Zanesville, Ohio.

1-5. Allied Gift & Jewelry Show. Dallas. Allied Exhibitors, Inc., 3832 Wilshire Blvd., Los Angeles 5, Calif.

7-10. Automatic Merchandising Convention & Exhibition. Chicago. National Automatic Merchandising Assn., 7 South Dearborn St., Chicago 3, Ill.

8-11. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. Helen Brett Enterprises, 6 E. Monroe Street, Chicago 3, Ill.

9-12. Instrument-Automation Conference & Exhibition. Chicago. Instrument Society of America, Penn Sheraton Hotel, 530 Wm. Penn Place, Pittsburgh 19, Pa.

9-12. New York Premium Show. New York. Arthur Tarshis Associates, Inc., 12 West 72nd Street, New York 23, N.Y.

14-22. Eastern States Exposition. Springfield. 1305 Memorial Ave., West Springfield, Mass.

18-22. Aerospace Panorama. Detroit. 1901 Pennsylvania Ave., N.W., Washington, D.C.

20-29. Houston Int'l. Trade & Travel Fair. Houston. Shamrock Hilton, Suite 333, Houston, Texas.

23-25. American Meat Institute Convention & Exhibition. Chicago. 59 East Van Buren Street, Chicago 5, Ill.

23-26. American Hospital Assn. Exhibition. New York. 840 N. Lakeshore Drive, Chicago 11, Ill.

26-29. Marine Trades Exhibition. Chicago. Outboard Boating Club of America, 307 North Michigan Ave., Chicago 1, Ill.

30-Oct. 4. National Hardware Show. New York. 331 Madison Ave., New York 17, N.Y.

Sept. Midwestern Automotive Fair. St. Louis. Associated Exhibition Management, Inc., 300 S. Locust Street, St. Louis, Missouri.

October

1-3. Int'l. Film Festival of New York. New York. 17 E. 45th Street, New York, New York.

1-3. Electrical Progress Show. Philadelphia. 17th Street at Sansom, Philadelphia 3, Pa.

1-4. Direct Mail Advertising Assn. Show. Pittsburgh. 230 Park Avenue, New York 17, New York.

1-4. Packaging Machinery Manufacturers Institute Show. Atlantic City. 480 Lexington Ave., New York 17, New York.

1-6. New York City High Fidelity and Music Show. New York. Institute of High Fidelity Manufacturers, 516 Fifth Avenue, New York 36, New York.

1-6. Toledo Food Show. Toledo. 1 Main Street, Toledo 5, Ohio.

1-7. Western Building Industries Exposition. Los Angeles. 2216 South Hill St., Los Angeles 7, Calif.

5-9. National Stationery & Office Equipment Show. Chicago. 740 Investment Bldg., Washington 5, D.C.

5-20. Texas Int'l. Trade Fair. Dallas. P.O. Box 7755, Dallas 26, Texas.

9-13. San Francisco Home Show. San Francisco. 456 Fulton St., San Francisco, Calif.

13-16. National Shoe Fair of America. Chicago. Sheraton-Atlantic Hotel, New York, New York.

13-16. Holiday Packaging & Decanter Exposition. New York. 1780 Broadway, New York, New York.

13-16. American Bottled Water Assn. Trade Show. New Orleans. Hanson & Shea, Inc., One Gateway Center, Pittsburgh 22, Pa.

14-17. American Dental Association Exhibition. Atlantic City. 222 E. Superior St., Chicago, Ill.

18-20. Convention-Exhibit of Automatic Merchandising. San Francisco. 7 South Dearborn St., Chicago 3, Ill.

20-22. Brewers Association of America Exhibition. Chicago. 541 W. Randolph St., Chicago 6, Ill.

20-24. National Association of Men's Sportswear Buyers PANORAMAS. New York. 350 Fifth Ave., New York 1, New York.

21-25. Materials/Metals Show. Cleveland. American Society for Metals, Metals Park, Ohio.

21-25. Meeting & Technical Congress of the American Society for Metals. Cleveland. Metals Park, Ohio.

22-24. Materials Handling Institute Southwest Show. Atlanta. One Gateway Center, Pittsburgh 22, Pa.

22-24. Pan American Hotel & Restaurant Exposition. Miami. 207 Webb Bldg., 1400 N.E. 125th St., North Miami 61, Florida.

24-29. Int'l. Foreign & Sports Car Show of Boston. Boston. 250 Boylston St., Boston 16, Mass.

25-Nov. 3. Int'l. Automobile Show. Los Angeles. Los Angeles Motor Car Dealers' Assn., 8721 Sunset Blvd. (Suite 300), Los Angeles, Calif.

27-30. National Outerwear & Sportswear Show. New York. 347 Fifth Ave., New York 16, N.Y.

28-30. National Electronics Conference & Exhibit. Chicago 2533 N. Ashland Ave., Chicago, Ill.

28-Nov. 1. Business Equipment Exposition. New York. 235 E. 42nd St., New York 17, N.Y.

November

2-5. Building Materials Exposition. Chicago. Suite 302, Ring Bldg., Washington 6, D.C.

4-6. Northeast Electronics Research and Engineering Meeting. Boston. Box 324, Waltham 54, Mass.

6-8. Industrial Electric Exposition. Pittsburgh. Penn Sheriton Hotel, 60 Club F 1, Pittsburgh 30, Pa.

10-13. Int'l. Association of Clothing Designers Show. Philadelphia. 12 S. 12th St., Philadelphia 7, Pa.

10-13. Produce Packaging Exposition. Chicago. P.O. Box 29, Newark, Del.

11-15. National Hotel Exposition. New York. 141 West 51st St., New York 19, N.Y.

12-14. Manufacturing Automation Show. Detroit. Shea Expositions Corp., One Gateway Center, Suite 752, Pittsburgh 22, Pa.

17-20. National Convention & Outdoor Suppliers' Exhibit. Detroit. 24 West Erie St., Chicago 10, Ill.

18-20. Engineering in Medicine & Biology. Baltimore. Richard Rimbach Associates, 933 Ridge Ave., Pittsburgh 12, Pa.

18-21. Atom Fair, New York. 850 Third Ave., New York 22, N.Y.

18-21. Int'l. Soft Drink Exhibition. Dallas. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.

18-22. National Plastics Exposition. Chicago. Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

19-21. Int'l. Automation Exposition Congress. Philadelphia. 845 Ridge Ave., Pittsburgh 12, Pa.

29-Dec. 4. Electrical & Home Appliance Show. San Diego. 861 Sixth Ave., San Diego, Calif.

December

1-5. National Shoe Fair of America. New York. 210 Lincoln St., Boston 11, Mass.

2-6. Exposition of Chemical Industries, New York. 480 Lexington Ave., New York 17, N.Y.

10-13. Agricultural Engineering Exposition. Chicago. One Gateway Center, Pittsburgh, Pa.

11-15. National Home Builders Convention & Exposition. Chicago. 140 South Dearborn St., Chicago 3, Ill.

26-30. Annual Exposition of Science & Industry. Milwaukee. 1515 Massachusetts Ave., N.W., Washington 5, D.C.

1964

January

5-8. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

5-10. China, Glass Show. Atlantic City. Little Brothers Shows, Inc., 220 Fifth Ave., New York 1, N.Y.

11-19. Mid-America Boat Show. Cleveland. Press Plaza Center, Cleveland, Ohio.

11-16. Independent Housewares Show. Chicago. 188 W. Randolph St., Chicago 3, Ill.

12-16. National Glass & China Show. Chicago. Shea Expositions Corp., One Gateway Center, Pittsburgh 22, Pa.

13-17. Society of Automotive Engineers Congress & Exposition. Detroit. 485 Lexington Ave., New York 17, N.Y.

13-17. National Housewares Exhibit. Chicago. 1130 Merchandise Mart, Chicago, Ill.

15-26. National Motor Boat Show. New York. National Assn. of Engine & Boat Manufacturers, Inc., 420 Lexington Ave., New York 17, N.Y.

14-19. Toledo Automobile Show. Toledo. 1 Main Street, Toledo 5, Ohio.

18-25. California Gift Show. Los Angeles. Trade Shows Ltd., 3510 Council St., Los Angeles 4, Calif.

20-24. Air Conditioning, Heating & Refrigeration Industry Show. Chicago. 1346 Connecticut Ave., N.W., Washington 6, D.C.

27-30. Plant Maintenance & Engineering Show. Cleveland. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.

27-30. National Auto Accessories Ex-

position. Chicago. 1 Bala Road, Bala Cynwyd, Pa.

27-30. Int'l. Sign Assn., Exposition. Miami. 182 S.E. Severin Road, Port Charlotte, Fla.

31-Feb. 9. National Sports & Boat Show. San Francisco. 325 Pacific Ave., San Francisco 11, Calif.

February

1-5. National Automobile Dealers Equipment Exhibit. Detroit. 2000 "K" St., N.W., Washington 6, D.C.

2-5. The Canners Show. Dallas. 7758 Wisconsin Ave., Bethesda, Maryland.

2-6. Hobby Industry Trade Show, Chicago. Hobby Industries Assn., 200 Fifth Ave., New York 10, N.Y.

2-6. National Sporting Goods Assn. Show, Chicago. 23 East Jackson Blvd., Chicago 4, Ill.

3-6. Los Angeles Intimate Apparel Show. Los Angeles. 3510 Council St., Los Angeles 4, Calif.

9-11. New England Hardware-Housewares Show. Boston. 665 Boylston St., Boston 16, Mass.

9-11. Gift, China, Glass & Stationery Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

16-20. Allied Gift & Jewelry Show. Dallas. 3832 Wilshire Blvd., Los Angles, Calif.

20-23. Pacific Automotive Show. San Francisco. 714 W. Olympic St., Los Angeles, Calif.

21-Mar. 1. Int'l. Sports, Vacation & Travel Show. Los Angeles. 3443 South Hill St., Los Angeles 7, Calif.

24-28. National Sand & Gravel Exhibit. Chicago. 1411 "K" St., N.W., Washington, D.C.

28-Mar. 7. Motor Boat & Sportsmen's Show. Philadelphia. 803-1411 Walnut St., Building, Philadelphia 2, Pa.

March

1-3. Institute of Appliance Manufacturers Convention & Exhibit. Cincinnati. 2000 "K" Street, N.W., Washington 6, D.C.

1-5. Detroit Gift Show. Detroit. 1st National Bank Bldg., Zanesville, Ohio.

4-11. National Antiques Show. New York. 97 Duane St., New York 7, N.Y.

8-12. Variety Merchandise Fair. New York. 12 West 72nd St., New York 23, N.Y.

8-13. Int'l. Toy & Trade Fair. New York. International Trade Shows, 545 Fifth Ave., New York 17, N.Y.

8-13. Int'l. Bicycle Show. (same location and address as above).

9-14. American Toy Fair. New York. 200 Fifth Ave., New York 10, N.Y.

14-18. Int'l. Beauty Show. New York. 16 W. 46th St., New York 18 N.Y.

20-22. Int'l. Stamp Show—INTERPEX. New York. Industrial Exhibitions, Inc., 17 East 45th St., New York 17, N.Y.

22-26. Philadelphia Gift Show. Philadelphia. 220 Fifth Ave., New York 1, N.Y.

23-26. Int'l. Electric, Electronics Engineers Exhibition. New York. Institute of Electrical & Electronics Engineers, Inc., Box A, Lenox Hill Station, New York, N.Y.

April

10-19. Philadelphia Travel & Vacation Show. Philadelphia. 845 N. Broad St., Philadelphia, Pa.

20-23. National Packaging Exposition. New York. Clapp & Poliak, 341 Madison Ave., New York 17, New York.

20-24. ASTE Tool Show. Detroit. American Society of Tool Engineers, 10700 Puritan Ave., Detroit 38, Mich.

22-Oct. 18. New York World's Fair, 64-65. New York Box 270 Flushing Meadow Park, Flushing 52, N.Y.

25-28. St. Louis Shoe Show. St. Louis. Arthur H. Gale, Exec. Secretary, 1221 Locust St., St. Louis, Mo.

25-30. National Shoe Fair of America. New York. 210 Lincoln St., Boston 11, Mass.

27-May 1. Foundry Convention & Casting Exhibition. Atlantic City. The American Foundrymen's Society, Golf & Wolf Roads, Des Plaines, Ill.

May

5-7. Materials Handling Institute Eastern States Show. New York. Shea Expositions, Inc., One Gateway Center, Pittsburgh, Pa.

6-9. Detroit Business Show. Detroit 817 Penobscot Bldg., Detroit 26, Mich.

10-13. Int'l. Super Market Exhibition. Chicago. 500 North Dearborn St., Chicago 10, Ill.

11-14. Design Engineering Show. Chicago. Clapp & Poliak, 341 Madison Ave., New York 17, N.Y.

11-14. American Mining Congress. Cleveland. 1102 Ring Bldg., Washington 6, D.C.

18-20. Texas Hospital Assn. Convention & Technical Exhibit Show. Austin. 1905 N. Lamar Blvd., Austin 5, Texas.

21-24. National Office Furniture Assn. Convention & Exhibit. New York. 327 LaSalle St., Chicago 4, Ill.

24-28. Industrial Advertising Exposition. Philadephia. 4427 Dalmation St., Houston 45, Texas.

25-28. National Restaurant Show. Chicago. 1530 N. Lake Shore Drive, Chicago 10, Ill.

June

4-7. National Shoe Mfrs. Assn. Factory Management-Conference & Shoe Ma-

NOTHING TO IT: Cambodian and U.S. dignitaries at the Phnom Penh fair, held May 9-26, watch a young attendant sawing a log. He is using a Lombard chain saw from Frazer & Hansen, Ltd., San Francisco.

chinery Show. Atlantic City. 342 Madison Ave., New York 17, N.Y.

7-10. Int'l. Book Exhibit. Washington, D.C. 175 Fifth Ave., New York 10, N.Y.

7-11. Confectionery Industries Exposition. New York. 36 S. Wabash Ave., Chicago 3, Ill.

21-25. National Association of Retail Grocers Convention-Exhibit. Miami Beach. 360 N. Michigan Ave., Chicago, Ill.

21-26. ASTM-American Society for Testing and Materials. Chicago. 1916 Race St., Phila., Pa.

22-25. National Plumbing & Heating Exposition. Philadelphia. 1016—20th St., N.W., Washington 6, D.C.

July

26-29. New Orleans Gift & Jewelry Show. New Orleans. 6 E. Monroe St., Chicago 3, Ill.

August

9-12. Gift, China, Glass & Stationery Show. Memphis. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

25-28. Western Electronic Show & Convention. Los Angeles. 1435 S. La-Cienega Blvd., Los Angeles 35, Calif.

September

1-4. National Chemical Exposition. Chicago. 86 East Randolph St., Chicago 1, Ill.

6-9. Miami China, Glass, Gift, Jewelry & Stationery Show. Miami. Helen Brett Enterprises, Inc., 6 E. Monroe St., Chicago 3, Ill.

6-10. Allied Gift & Jewelry Show. Dallas. 3832 Wilshire Blvd., Los Angeles, Calif.

6-10. Detroit Gift, Show. Detroit. 1st National Bank Bldg., Zanesville, Ohio.

10-20. U.S. World Trade Fair. San Francisco. Charles Snitow Organization, 331 Madison Ave., New York 17, N.Y.

15-20. Aerospace Panorama. New York. 1901 Pennsylvania Ave., N.W., Washington, D.C.

22-24. Materials Handling Institute Pacific Coast Show. Seattle. Shea Expositions Corp., One Gateway Center, Pittsburgh, Pa.

22-25. Iron & Steel Exposition. Cleveland. 1010 Empire Bldg., Pittsburgh 22, Pa.

26-30. National Stationery & Office Equipment Show. Chicago. 740 Investment Bldg., Washington 5, D.C.

28-30. Int'l. Film Festival of New York. New York. 17 E. 45th St., New York, New York.

28-30. American Meat Institute Convention & Exhibition. Chicago. 59 E. Van Buren St., Chicago 5, Ill.

October

10-25. Texas Int'l. Trade Fair. Dallas. P.O. Box 7755, Dallas 26, Texas.

11-14. National Shoe Fair of America. Chicago. Sheraton-Atlantic Hotel, New York, N.Y.

12-14. National Electronics Conference & Exhibit. Chicago. 2533 N. Ashland Ave., Chicago, Ill.

12-16. Southern Textile Exposition. Greenville. 332 W. Washington, Greenville, S.C.

19-23. National Exposition of the American Society for Metals. Philadelphia. Metals Park, Ohio.

19-23. Meeting & Technical Congress of the American Society for Metals. Philadelphia. Metals Park, Ohio.

19-24. Business Equipment Exposition. Los Angeles. 235 E. 42d St., New York 17, N.Y.

November

4-6. Northeast Electronics Research & Engineering Show. Boston. Box 324, Waltham 54, Mass.

9-12. Int'l. Soft Drink Industry Exposition. Chicago. Clapp & Poliak, Inc., 341 Madison Ave., New York 17, N.Y.

15-18. Building Materials Exposition. Dallas. Suite 302 Ring Bldg., Washington, D.C.

17-20. Die Casting Exposition & Congress. Detroit. 19382 James Couzens Hy., Detroit 35, Mich.

29-Dec. 3. National Shoe Fair of America. New York. 210 Lincoln St., Boston 11, Mass.

30-Dec. 4. Atom Fair. San Francisco. 850 Third Ave., New York 22, N.Y.

December

6-10. National Association of Home Builders Convention-Exposition. Chicago. 140 S. Dearborn St., Chicago 3, Ill.

1965

January

25-28. Int'l Heating & Air Conditioning Exhibition. Chicago. International Expositions Co., Inc., 480 Lexington Ave., New York 17, N.Y.

April

21-Oct. 17. New York World's Fair, 64-65. New York. Box 270, Flushing Meadow Park, Flushing 52, N.Y.

September

20-Oct. 1. Production Engineering Show. Chicago. Clapp & Poliak Inc., 341 Madison Ave., New York 17, N.Y.

25-Oct. 1. American Textile Machinery Exhibition. Atlantic City. P.O. Box 596, Vienna, Virginia.

26-29. Int'l Brewing Industries Exhibition. Chicago. Andrews, Bartlett & Associates, Inc., 1849 West 24th St., Cleveland 13, Ohio.

SPECIALTY FAIRS

The following list indicates those trade fairs which are listed as other than general, and can be classified as having a major item as a subject for display. Readers will find more detailed particulars on the fairs by referring to the main list, which gives the fairs by country and city.

Agricultural

Brisbane, AUSTRALIA; Perth, AUSTRALIA; Graz, AUSTRIA; Klagenfurt, AUSTRIA; Ried, AUSTRIA; Vienna, AUSTRIA; Brussels, BELGIUM; Vancouver, CANADA; Paris, FRANCE; Berlin, GERMANY; Hamburg, GERMANY; Hannover, GERMANY; Oldenburg, GERMANY; Harrogate, ENGLAND; London, ENGLAND; Verona, ITALY; Nairobi, KENYA; Madrid, SPAIN; Novi Sad, YUGOSLAVIA; Denver, COLORADO; Chicago, ILLINOIS; Harrisburg, PENNSYLVANIA.

Antiques, Hobbies

Montreal, CANADA; Toronto, CANADA; Munich, GERMANY; Blackpool, ENGLAND; Harrogate, ENGLAND; London, ENGLAND; Manchester, ENGLAND; Florence, ITALY; Chicago, ILLINOIS; New York, N.Y.

Audio

Toronto, CANADA; London, ENGLAND; Paris, FRANCE; Berlin, GERMANY; Amsterdam, NETHERLANDS; Montreux, SWITZERLAND; Ljubljana, YUGOSLAVIA; New York, N.Y.

Aviation

Paris, FRANCE; Hannover, GERMANY; Farnborough, ENGLAND; Detroit, MICHIGAN; New York, N.Y.

Boats and Boating

Melbourne, AUSTRALIA; Toronto, CANADA; Copenhagen, DENMARK; Birmingham, ENGLAND; London,

ENGLAND; Cannes, FRANCE; Marseilles, FRANCE; Paris, FRANCE; Berlin, GERMANY; Hamburg, GERMANY; Genoa, ITALY; Gotenborg, SWEDEN; San Francisco, CALIFORNIA; Chicago, ILLINOIS; Philadelphia, PENNSYLVANIA; New York, N.Y.; Cleveland, OHIO.

Brewing, Bottling and Allied Trades

Brighton, ENGLAND; London, ENGLAND; Montpellier, FRANCE; Paris, FRANCE; Chicago, ILLINOIS; New Orleans, LOUISIANA; Dallas, TEXAS.

Building and Building Machinery

Copenhagen, DENMARK; Birmingham, ENGLAND; London, ENGLAND; Paris, FRANCE; Essen, GERMANY; Munich, GERMANY; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Dallas, TEXAS.

Sports, Camping, Fisheries Industries

Toronto, CANADA; Copenhagen, DENMARK; Herning, DENMARK; London, ENGLAND; Grenoble, FRANCE; Paris, FRANCE; Cologne, GERMANY; Essen, GERMANY; Munich, GERMANY; Wiesbaden, GERMANY; Ancona, ITALY; Amsterdam, NETHERLANDS; Goteberg, SWEDEN; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Detroit, MICHIGAN.

Clothing, Textiles, and Related Products

Melbourne, AUSTRALIA; Dornbirn, AUSTRIA; Brussels, BELGIUM; Aalborg, DENMARK; Herning, DENMARK; Paris, FRANCE; Cologne, GERMANY; Dusseldorf, GERMANY; Frankfurt, GERMANY; Hannover, GERMANY; London, ENGLAND; Manchester, ENGLAND; Busto Arsizio, ITALY; Florence, ITALY; Milan, ITALY; Naples, ITALY; Turin, ITALY; Oporto, PORTUGAL; Valencia, SPAIN; Belgrade, YUGOSLAVIA; Leskovac, YUGOSLAVIA; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; New York, N.Y.; Philadelphia, PENNSYLVANIA; Grenville, SOUTH CAROLINA.

Electronic, Instrumentation, and Automation

Brussels, BELGIUM; Montreal, CANADA; Paris, FRANCE; London, ENGLAND; Manchester, ENGLAND; Milan, ITALY; Piacenza, ITALY; Rome, ITALY; Utrecht, NETHERLANDS; Basel, SWITZERLAND; Ljubliana, YUGOSLAVIA; San Francisco, CALIFORNIA; Chicago, ILLINOIS; Boston, MASSACHUSETTS; Detroit, MICHIGAN; New York, N.Y.; Philadelphia, PENNSYLVANIA.

Engineering

Melbourne, AUSTRALIA; Sydney, AUSTRALIA; London, ENGLAND; Paris, FRANCE; Halsengborg. SWEDEN; Chicago, ILLINOIS; Cleveland, OHIO.

Food Products and Machinery

Brussels, BELGIUM; Toronto, CANADA; Aalborg, DENMARK; Paris, FRANCE, Birmingham, ENGLAND; Blackpool, ENGLAND; London, ENGLAND; Manchester, ENGLAND; Preston, ENGLAND; Cologne, GERMANY; Dusseldorf, GERMANY; Hamburg, GERMANY; Munich, GERMANY; Dublin, IRELAND; Parma, ITALY; Amsterdam, NETHERLANDS; Utrecht, NETHERLANDS; Murcia, SPAIN; Zurich, SWITZERLAND; Miami Beach, FLORIDA; Chicago, ILLINOIS; New York, N.Y.; Toledo, OHIO; Dallas, TEXAS; Washington, D.C.

Furniture

Fredericia, DENMARK; Lyon, FRANCE; Paris, FRANCE; Cologne, GERMANY; London, ENGLAND; Luxembourg, LUXEMBOURG; Utrecht, NETHERLANDS.

Hardware

Montreal, CANADA; Toronto, CANADA; Cologne, GERMANY; London, ENGLAND; Detroit, MICHIGAN; New York, N.Y.

Heating, Air Conditioning, Refrigeration

London, ENGLAND; Frankfurt, GERMANY; Stockholm, SWEDEN; Zurich, SWITZERLAND; Chicago, ILLINOIS; Philadelphia, PENNSYLVANIA.

Homes and Home Furnishings

Melbourne, AUSTRALIA; Sydney, AUSTRALIA; Toronto, CANADA; London, ENGLAND; Manchester, ENGLAND; Preston, ENGLAND; Naples, ITALY; Amsterdam, NETHERLANDS; The Hague, NETHERLANDS; Goteborg, SWEDEN; Geneva, SWITZERLAND; San Diego, CALIFORNIA; San Francisco, CALIFORNIA; Chicago, ILLINOIS; New York, N.Y.

Hotel and Restaurant

Toronto, CANADA; Birmingham, ENGLAND; Blackpool, ENGLAND; London, ENGLAND; Paris, FRANCE; Cologne, GERMANY; Hamburg, GERMANY; Dublin, IRELAND; Amsterdam, NETHERLANDS; Miami, FLORIDA; Chicago, ILLINOIS; New York, N.Y.

Industrial Safety

Toronto, CANADA; Cologne, GERMANY; Duesseldorf, GERMANY.

Laundry, Dry Cleaning and Allied Trades

Paris, FRANCE; Frankfurt, GERMANY; New York, N.Y.

Leather, Leathergoods

Paris, FRANCE; Blackpool, ENGLAND; Harrogate, ENGLAND; Leicester, ENGLAND; London, ENGLAND; Duesseldorf, GERMANY; Offenbach, GERMANY; Bologna, ITALY; Florence, ITALY; Vigevano, ITALY; Utrecht, NETHERLANDS; Elda, SPAIN; Chicago, ILLINOIS.

Machinery, Tools

Chicago, ILLINOIS.

Medical, Chemical, Pharmaceutical

Brussels, BELGIUM; Toronto, CANADA; Berlin, GERMANY; Cologne, GERMANY; Frankfurt, GERMANY; London, ENGLAND; Belgrade, YUGOSLAVIA; Chicago, ILLINOIS; Baltimore, MARYLAND; New York, N.Y.

Motor (Automotive and Cycles)

Brisbane, AUSTRALIA; Perth, AUSTRALIA; Brussels, BELGIUM; Paris, FRANCE; Frankfurt, GERMANY; Birmingham, ENGLAND; London, ENGLAND; Milan, ITALY; Turin, ITALY; Amsterdam, NETHERLANDS; Halsingborg, SWEDEN; Geneva, SWITZERLAND; San Francisco, CALIFORNIA; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Boston, MASSACHUSETTS; Detroit, MICHIGAN; St. Louis, MISSOURI; Las Vegas, NEVADA; Toledo, OHIO.

Notions and Novelty

Phoenix, ARIZONA; Los Angeles, CALIFORNIA; Denver, COLORADO; Miami, FLORIDA; Atlanta, GEORGIA; Chicago, ILLINOIS; New Orleans, LOUISIANA; Detroit, MICHIGAN; Minneapolis, MINNESOTA; Atlantic City, NEW JERSEY; New York, N.Y.; Philadelphia, PENNSYLVANIA; Memphis, TENNESSEE; Houston, TEXAS; Dallas, TEXAS; Washington, D.C.

Office Equipment and Machines

Montreal, CANADA; Toronto, CANADA; Copenhagen, DENMARK; Paris, FRANCE; Stockholm, SWEDEN; Los Angeles, CALIFORNIA; Chicago, ILLINOIS; Detroit, MICHIGAN; New York, N.Y.

Packaging, Materials Handling

Toronto, CANADA; London, ENGLAND; Paris, FRANCE; Duesseldorf, GERMANY; Milan, ITALY; Parma, ITALY; Atlanta, GEORGIA; Chicago, ILLINOIS; Boston, MASSACHUSETTS; Atlantic City, NEW JERSEY; New York, N.Y.; Seattle, WASHINGTON.

Petroleum, Metals, Minerals

Los Angeles, CALIFORNIA; Atlantic City, NEW JERSEY; Cleveland, OHIO.

Photographic

London, ENGLAND; New York, N.Y.

Plastics

Toronto, CANADA; Copenhagen, DENMARK; Oyonnax, FRANCE; Chicago, ILLINOIS.

Printing

London, ENGLAND; Duesseldorf, GERMANY.

Science

San Francisco, CALIFORNIA; Milwaukee, WISCONSIN.

Toys

Melbourne, AUSTRALIA; Copenhagen, DENMARK; Brighton, ENGLAND; Harrogate, ENGLAND; Lyon, FRANCE; Nurenberg, GERMANY; New York, N.Y.

Working for you

Department of Commerce Field Offices

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Birmingham, Ala., Title Building, 2028 Third Ave., N. Phone: 323-8011, ext. 3131
Boston 10, Mass., Room 230, 80 Federal St. Phone: CApitol 3-2312
Buffalo 3, N.Y., 504 Federal Building, 117 Ellicott St. Phone: TL. 3-4216
Charleston, S.C., Suite 201, Marcus Bldg., 6 Broad St., 29401. Phone: 722-6551
Cheyenne, Wyo., 207 Majestic Bldg., 16th & Capitol Ave. Phone: 634-2731
Chicago 6, Ill., Room 1302, 226 West Jackson Blvd. Phone: 828-4400
Cincinnati 2, Ohio, 809 Fifth Third Bank Bldg., 36 E. Fourth St. Phone: 381-2200, ext. 2944
Cleveland 1, Ohio, 4th Floor, Federal Reserve Bank Bldg., E. 6th St. & Superior Ave. Phone: CHerry 1-7900
Dallas 1, Tex., Room 3-104 Merchandise Mart, 500 South Ervay St. Phone: RIverside 8-5611
Denver 2, Colo., 142 New Custom House, 19th & Stout Street. Phone: KEystone 4-4151, ext. 598
Detroit 26, Mich., 438 Federal Building. Phone: 226-6088
Greensboro, N.C., Room 407 U.S. Post Office Bldg. Phone: BRoadway 3-8234
Hartford, Conn., 18 Asylum St. Phone: 244-3530
Honolulu 13, Hawaii, 202 International Savings Bldg., 1022 Bethel St. Phone: 58831, ext. 464
Houston 2, Tex., 5102 Federal Bldg., 515 Rusk Ave. Phone: CApitol 8-0611
Jacksonville 2, Fla., 512 Greenleaf Bldg., 204 Laura St. Phone: ELgin 4-7111
Kansas City 6, Mo., Room 2011, 911 Walnut Street. Phone: BAltimore 1-7000
Los Angeles 15, Calif., Room 450, Western Pacific Bldg., 1031 S. Broadway. Phone: RIchmond 9-4711, ext. 1261
Memphis 3, Tenn., 212 Falls Bldg., 22 N. Front Street. Phone: JAckson 6-3426
Miami 32, Fla., 408 Ainsley Bldg., 14 NE. First Ave. Phone: FRanklin 7-2581
Milwaukee, Wis., 1201 Straus Bldg., 238 W. Wisconsin Ave. Phone: BRoadway 2-8600, ext. 473
Minneapolis 1, Minn., Room 304 Federal Bldg., 110 South Fourth Street. Phone: 334-2133
New Orleans 12, La., 1508 Masonic Temple Bldg., 333 St. Charles Ave. Phone: 529-2411, ext. 6547
New York 1, N.Y., 61st Fl., Empire State Bldg., 350 Fifth Ave. Phone: LOngacre 3-3377
Philadelphia 7, Pa., Jefferson Bldg., 1015 Chestnut St. Phone: WAlnut 3-2400, ext. 591
Phoenix 25, Ariz., New Federal Bldg., 230 N. 1st Ave. Phone: 261-3285
Pittsburgh 22, Pa., 1030 Park Bldg., 355 Fifth Ave. Phone: 471-0800, ext. 785
Portland 4, Oreg., 217 Old U.S. Courthouse, 520 SW. Morrison St. Phone: CApitol 6-3361, ext. 1421
Reno, Nev., 1479 Wells Ave. Phone: FAirview 2-7133
Richmond 19, Va., 2105 Federal Bldg., 400 North 8th St. Phone: 649-3611
St. Louis 3, Mo., 2511 Federal Bldg., 1520 Market St. Phone: MAin 1-8100
Salt Lake City 1, Utah, 222 SW. Temple St. Phone: DAvis 8-2911, ext. 341
San Francisco 11, Calif., Room 419 Customhouse, 555 Battery St. Phone: YUkon 6-3111
Santurce, P.R., 605 Condado Ave. Room 628, Phone: 723-4640
Savannah, Ga., 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull Street. Phone: ADams 2-4755
Seattle 4, Wash., 809 Federal Office Bldg., 909 First Ave. Phone: Mutual 2-3300, ext. 492

$70 million available to private U.S. borrowers in 18 countries

AID loans to development banks provide long-term credit for private projects; small, medium-sized ventures stressed

Financial assistance is available for U.S. businessmen interested in participating in joint business ventures or expanding existing facilities in 18 developing countries.

The Agency for International Development has announced that 20 development banks located in the 18 countries have nearly $70 million in dollars to lend to qualified private borrowers.

These dollar funds have been made available to industrial credit institutions by AID as part of the foreign aid agency's program of fostering, promoting and encouraging the growth of the private sector in developing economies.

Development banks are financial institutions devoted primarily to stimulating the private sector of a country's economy, particularly small and medium size ventures. They relend the funds which they have borrowed from AID and other foreign exchange sources for these purposes.

The banks offer a practical solution to the difficulties of providing foreign exchange and local currency in moderate amounts on medium or long terms to deserving small and medium size enterprises.

They can make loans to qualified U.S. businessmen, including those interested in participating in joint new ventures with local capital sources or in expanding existing facilities.

Interest rates vary among individual development banks but are generally lower than normal commercial credit sources.

AID cooperates with the international lending institutions—the World Bank, the International Finance Corporation and the Inter-American Development Bank—in providing the development banks with funds which are relent to assist economically sound private ventures.

General inquiries about AID-assisted development banks should be made to the Office of Development Finance & Private Enterprise, Agency for International Development, Washington 25, D.C.

AID-assisted Development Banks with uncommitted dollar loan balances

		millions of dollars
Near East-South Asia		
Greece	National Bank of Greece 86 Eolou St. Athens	5
	Economic Development Financing Organization (EDFO) 8 Dragataanion St. Athens	5
India	The Industrial Credit & Investment Corporation of India, Ltd. (ICICI) 163 Backbay Reclamation Bombay 1	2.5
	Industrial Finance Corporation of India (IFCI) Reserve Bank Building Parliament St. New Delhi	9.7
Iran	Industrial & Mining Development Bank of Iran 204 Boulevard Abe-Karodj P.O. Box 1801 Teheran	3
Israel	Industrial Development Bank of Israel 22 Rothschild Blvd. Tel Aviv	8
Lebanon	Banque de Credit Agricole Industriel et Foncier (BCAIF) Riod El Solh St. P.O. Box 3696 Beirut	2
Nepal	Industrial Development Corporation of Nepal Judha Road Katmandu	.1
Pakistan	Pakistan Industrial Credit & Investment Corporation, Ltd. (PICIC) Jubilee Insurance House McLeod Road Karachi	3.2
Syria	Industrial Bank of Syria Damascus, Syrian Arab Republic	4
Egypt	Industrial Bank of Egypt El Galaa St. Cairo	3
		$45.5
Latin America		
Brazil	COPEG Credito e Financiamento Rua da Candelaria 9 Rio de Janeiro	$ 4
Central America	Central American Bank for Economic Integration Tegucigalpa, Honduras	5
Ecuador	National Securities Commission Quito	5
		$14
Far East		
Taiwan	China Development Corporation 181–5 Chung Shan Road, North Sec. Taipei	1
		$ 1
Africa and Europe		
Ethiopia	Development Bank of Ethiopia P.O. Box 1900 Addis Ababa	1
Somalia	Credito Somalo Mogadiscio	1
Sudan	The Industrial Bank of Sudan Khartoum	2
Tunisia	La Societe Tunisienne de Banque (STB) Palais Consuelaire 1 Ave. Habib Thameur Tunis	3
Uganda	Uganda Development Corporation Post Office Box 442 Kampala	2
		$ 9
	Grand Total	**$69.5**

3 consortiums permitted to drill for North Sea oil

The Norweigian Government has disclosed that 3 foreign oil consortiums have been granted permits to drill for oil off the Norwegian coast facing the North Sea. The three groups in question are: 1) Phillips Petroleum Company, Bartlesville, Oklahoma; 2) Standard Oil Company of New Jersey (Esso), British Petroleum Company (BP), and Royal Dutch Shell Company, which will conduct joint studies; 3) Bureau des Recherches de Petrol and Regie Autonome de Petrol, both French.

U.S. places sugar under export controls

Precaution against abnormal drain due to foreign demand

Effective 3:01 p.m. Eastern Daylight time, June 27, 1963, exports of beet and cane sugar to all countries, including Canada, require a validated license issued by the Bureau of International Commerce, U.S. Department of Commerce. This action was taken by placing beet and cane sugar on Commerce Department's Positive List of Commodities of the Comprehensive Export Schedule.

Although there is an adequate supply of sugar for all U.S. needs, the Department of Agriculture has requested the Commerce Department to control exports temporarily as a precautionary measure to make sure that abnormal foreign demand and higher prices abroad do not lead to an excessive drain of sugar from the U.S.

The Bureau noted that the U.S. exports relatively small amounts of sugar, generally less than an average of 5,000 metric tons per year. Accordingly, today's action is not expected to have any appreciable effect on domestic and world sugar distribution and supplies, other than to prevent abnormal re-export of U.S. sugar imports.

The Department of Agriculture has announced that there is an adequate supply of sugar to meet all domestic consumption requirements, as demonstrated by recent price declines.

While sugar could previously be exported to Canada with a license, a validated license is now required for all exportations of sugar to Canada valued at more than $500. These same provisions are also applicable to other Western Hemisphere countries, except Cuba. For all other Free World countries, the value limit has been established at $25.

The Bureau said that an export license quota of 1,250 metric tons for the third quarter 1963 has been established. The new regulations provide that applications for validated licenses to export beet or cane sugar generally will be approved for only those exporters who have in the past participated in exports of sugar in proportion to their exportations in calendar years 1961 and 1962. Applicants for licenses will be required to furnish statements showing the amount of sugar they exported during these 2 years.

Hamburg trader denied U.S. export rights

Shipped U.S. goods to firm which had been denied U.S. exports

Wolfgang Fischer, a businessman of Hamburg, Federal Republic of Germany, has been denied export privileges for violating U.S. export controls. The Bureau of International Commerce's denial order, effective June 26, 1963, was issued following completion of an investigation and a hearing on charges of violation.

One violation was of a rule prohibiting traders from dealing in U.S. goods with firms and individuals who have previously been denied U.S. export rights.

Fischer was notified in 1961 by U.S. officials that Kesco, G.m.b.H. and its owners, Hans Kessler, Sr., and Hans Kessler, Jr., of Frankfurt, Germany, had for some time been denied all U.S. export privileges for violating U.S. export controls, and that under the order, Fischer could not engage in any business transaction with them involving U.S.-made goods. Despite this notice, Fischer continued to deal with Kesco in U.S. origin commodities without authorization from the U.S. Government.

The Bureau rejected Fischer's claim that the U.S. law could not properly keep a German firm from dealing with Kesco in U.S. exports inasmuch as it was not a violation of German law. Its order stated:

No interference

"We are not attempting to exercise extra-territorial jurisdiction over non-resident nationals, but we are simply enforcing restrictions which we have placed on goods exported from the U.S."

Fischer was also found to have attempted to obtain strategic U.S. materials by giving false and misleading statements to German authorities and false information to U.S. representatives investigating the transaction.

The Bureau said that Fischer ordered from a U.S. manufacturer strategic electronic testing instruments and accessories valued at $3,800 in November 1960. Fischer falsely described the commodities to West German authorities as replacement or spare parts for radios and television receivers, in applying for a German import certificate which was sent to the Bureau to support a request for an export license.

The Bureau's order against Fischer henceforth prohibits him and all persons and firms related to him in the conduct of trade, from ordering, buying, or receiving any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data. It further states that no export or related services involving U.S. goods may be performed for Fischer's benefit by any person or firm during the duration of the denial order; to do so would subject them to a similar denial of U.S. export privileges.

However, the Bureau ruled that 2 years after the effective date of the order, Fischer may apply to have the denial of U.S. export privileges lifted and that he be put only on probation.

Tariff Commission to study imports of French titanium

On Treasury Department advice that titanium dioxide is being imported from France at less than fair value, the U.S. Tariff Commission has instituted an investigation to determine whether such imports are injuring U.S. industry.

No hearing in connection with this investigation has been ordered. If a hearing is ordered, due notice of the time and place thereof will be given. Interested parties may, within 15 days after the date of publication of the investigation notice in the *Federal Register*, request that a public hearing be held, stating reasons for the request.

Interested parties may also submit written statements of pertinent information. Written statements must be filed not later than July 26.

Farm products sale to UAR provides loans to U.S. firms

Agreement has been reached between the U.S. and the United Arab Republic (Egypt) on an amended program under Title I, Public Law 480 for the sale to Egypt for Egyptian currency of 2.2 million pounds of tobacco valued at $1.6 million and 22,000 hundredweight of dry edible beans valued at $200,000. Estimated ocean transportation costs of $100,000 were included in the agreement.

The proceeds from this sale are to be used for loans by the Agency for International Development (AID) to private U.S. and Egyptian business firms; for loans for economic development; for payment of U.S. obligations abroad; and for various other U.S. purposes.

U.S. ratification will bring coffee accord near force

Several importing countries ratifying after U.S. can bring total above the required minimum

The U.S. has informed the Secretary-General of the United Nations that it intends to ratify the International Coffee Agreement.

For the Agreement to enter into force, it requires ratification by 20 coffee exporting countries having at least 80% of exports, and by 10 importing countries having at least 80% of imports. However, the Agreement may enter into force provisionally when notifications by signatory governments stating their intention to ratify are received by the Secretary-General of the United Nations.

To date, 24 exporting countries representing 88.7% of coffee exports and 10 importing countries representing 26.8% of coffee imports have ratified the Agreement or formally declared their intention to do so. As the U.S. imports 51.7% of the world's coffee, today's action raises the total of importing countries to 11 representing 78.5% of world imports. It is understood that a number of other importing countries are in a position to quickly ratify the Agreement.

Therefore, the new International Coffee Agreement probably will come into force provisionally in the next few weeks, and quota arrangements will be made well in advance of the new coffee year beginning October 1, 1963.

Honduran farmers will buy U.S. goods with AID loan

Low and middle income farmers in El Salvador will be helped to increase crop yields, upgrade their cattle and improve soil conservation through an Alliance for Progress project announced by the Agency for International Development.

AID will finance the costs of the services of professional engineers and agronomists to assist in the work and will provide dollar and local currency funds to El Salvador's Banco Central through a loan of $8.9 million.

A $1.93 million portion of the AID loan will cover direct procurement in the U.S. of cattle, irrigation equipment as well as the services of U.S. technicians. The local currency portion of $6.97 million will cover local procurement of goods and services in El Salvador and other member countries of the Central American Common Market and an estimated $2 million worth of U.S.-made equipment and materials sold through local distributors.

Procter & Gamble's Taiwan plant gets second Cooley loan

10th loan to private Taiwan firms; $6 million more is available

Facilities for the manufacture and distribution of synthetic detergents in Taiwan will be established through a local-currency Cooley loan by the Agency for International Development.

Procter and Gamble Taiwan Corporation is authorized to borrow up to 24.8 million New Taiwan dollars (equivalent to U.S.$620,000) from the Cooley loan fund.

Cooley loans are named after Congressman Harold D. Cooley of North Carolina and come from local currency generated by the sale of surplus agricultural commodities. The loans are aimed at stimulating U.S. private investment and agricultural sales overseas.

Other loans

There have been 9 other Cooley loans made in the Republic of China with a total value of more than $2 million. Approximately $6 million in Cooley funds are presently available for lending in Taiwan.

The Procter and Gamble subsidiary was established in China in July 1962 and went into operation in March of this year. Last October it received its first Cooley loan, worth $85,000.

Statistics show that although there are 19 detergent manufacturers in Taiwan now, 90% of the citizenry use bar soap but no detergents. Procter and Gamble hopes to convert a goodly portion of them into detergent customers.

The loan will carry interest of 12 percent, the prevailing rate in Taiwan. It is to be repaid in Taiwan dollars within 6 years of the first disbursement.

San Francisco's Trade Zone expansion approved by Board

New facility to be used solely for manufacturing purposes

Acting in his capacity as Chairman of The Foreign-Trade Zones Board, Secretary of Commerce Luther H. Hodges last week issued a grant to the San Francisco Port Authority permitting the expansion of San Francisco's Foreign-Trade Zone to include a new facility used solely for manufacturing purposes.

The Bureau of International Commerce announced that the new site, designated as Foreign-Trade Subzone No. 3-A, consists of about 22,760 square feet in a 4-story building at 355 Treat Avenue, San Francisco. Here, the Lilli Ann Corporation of San Francisco will produce woolen clothing, principally from imported woven woolen cloth. Goods produced in the subzone may enter U.S. customs territory or be exported.

This will be the second such special purpose facility to be established under the Foreign-Trade Zones Act. The first, a petrochemical plant operated by Union Carbide at Penuelas, Puerto Rico, has been in operation since May, 1962. The Act authorizes The Foreign-Trade Zones Board, consisting of the Secretaries of Commerce, Treasury and Army, to grant qualified public and private corporations permission to establish and operate these zones and subzones in U.S. ports of entry.

Controlled area

A Foreign-Trade Zone is a controlled area into which foreign and domestic merchandise may be brought without being subject to customs laws of the U.S. governing entry of goods. In the zone this merchandise may be stored, handled, displayed, and used in processing and manufacturing. Foreign merchandise, when transferred from a zone into the U.S. is subject to customs duties, but not if reshipped abroad.

San Francisco's Foreign-Trade Zone has been in operation since 1948. Other zones are currently operating in New York City, New Orleans, Seattle, Toledo and at Mayaguez and Penuelas, Puerto Rico.

Automobile taxes, tariffs shifted by Peru decree

Passengers cars, station wagons affected by changes in system

A new import regime for passenger automobiles and station wagons (tariff items 2958 to 2964) was established in Peru under Supreme Decree No. 9, effective June 3 (*El Peruano*, June 6).

Import duties are to be assessed on consular and commercial invoice prices increased by 20% unless such prices are lower than those designated in an official list of minimum prices, the U.S. Embassy in Lima reports. Prices on the official list (cost, insurance, and freight), which is to be prepared each year by the Director General of Commerce, are based on prices free on board factory plus expenses to the port of shipment—all increased by 20%. Formerly, duties were based on invoice values alone.

Non-luxury station wagons, ranch wagons, and similar vehicles having passenger automobile chassis also become dutiable under items 2958 to 2964 instead of under 2967, with a resultant increase in duty rates.

Luxury tax

Rates of the internal luxury tax (Law No. 10847) on automobiles are increased under the decree, ranging from 7% of the c.i.f. value port of destination for autos valued at less than $1,500, to 90% of the c.i.f. value for cars valued at more than $4,000. The old rates ranged from 7% for $1,500 vehicles to 45% for those valued up to $3,000 and an additional 2% for each $100 increase. The new rates modify the scale upward above $1,800.

The decree abolishes surcharges of 200% (Law No. 12995 of May 28, 1958) and surtaxes of 20% of the c.i.f. value (Law No. 13199 of Apr. 7, 1959) on automobiles valued at more than 60,000 soles (approximately $2,238).

BEET SUGAR: WEST GERMANY

West Germany has extended until Dec. 20, 1963 the period of applying for import licenses for beet-sugar molasses from almost all countries, including the United States.

The deadline for customs clearance is Dec. 31, 1963, the U.S. Embassy in Bonn reports. License validity periods will be extended upon application.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, or as indicated in individual stories.

Many items affected by Bonn turnover tax move

A boost in West Germany's turnover equalization tax rates for some 100 industrial items became effective on June 1, the U.S. Embassy in Bonn reports.

A 4% hike to a new rate of 6% affects all or portions of 49 industrial items in the Customs Tariff. Another 50 industrial items are now subject in whole or in part to a new 8% turnover equalization rate, levied on the duty-paid value. The previous rate for this second group was 6%.

Industries most affected are textiles, leather, pulp and paper, steel and other ferrous metals. The law provides limited reductions on some agricultural products.

These changes are embodied in the "Twelfth Law Amending the Turnover Tax Law," (*Bundesgesetzblatt* I, No. 25, May 21, 1963). The new rates should be noted on page 2 of the World Trade Information Service Report, Part 2, No. 60-63, entitled *Import Tariff System of the Federal Republic of Germany and West Berlin.*

GUATEMALA: CORRECTION

Last week's summary of foreign import and exchange-permit regulations (INTERNATIONAL COMMERCE, July 1, pages 16-18) erroneously indicated that there had been no change in Guatemala's rules since the earlier (Jan. 7) summary was published. The correct picture is this: "Import license not required except for maps of Guatemala, explosives, poultry, and wheat flour. Exchange permit required."

Denmark proceeds with import liberalization

Denmark's import plan for July 1, 1963-June 30, 1964 (submitted to a parliamentary committee last spring by the Ministry of Commerce) covers goods still subject to licensing after liberalization of various goods effective July 1.

According to the U.S. Embassy in Copenhagen, goods scheduled for liberalization include electric motors, mixed dried fruits with a content of apples not to exceed 10%, oil burners, refrigerators, electric water heaters, electric stoves, various types of building carpentry, cordage, acid-proof tubing, glass bottles, furniture, and miscellaneous types of locks and fittings.

Quotas for goods still subject to quantitative restrictions will be increased next year by about 25%.

Norwegian food additive regulations translated

Firms interested in exporting chemicals for use as food additives may obtain an English translation of pertinent Norwegian regulations from the Bureau of International Commerce, European Division (OIRE), Department of Commerce, Washington, D.C. 20230.

An example of a recent action is a circular indicating that the Department of Social Welfare has approved the use of acetic acid, lactic acid, citric acid, tartaric acid and the sodium salts of these acids as additives for meat products but not for fresh meats or for forcemeat, etc., which are included in a section of the meat regulations. It is also noted that the antioxidant, butylhydroxy toluol BHT, is not an approved additive.

Benelux moving towards uniform food standards

Food regulations to harmonize standards applied by Belgium, The Netherlands, and Luxembourg were drafted at a recent meeting of the Public Health Ministers of those countries.

The draft covers food colorings, cocoa, chocolate, starches, pudding mixes, honey, and milk products. Additional products are to be considered.

The meeting also considered draft texts for uniform fresh-meat grading.

LEADS FOR BUSINESSMEN

Trade Mission to France brings back 35 licensing and other openings in industrial and consumer lines

From prefab schools and garages to chemical products, machinery, appliances, measuring instruments, pleasure boats, tank cars and many other products; wine chateau, cosmetic factory for sale

The U.S. Consumer Goods Trade Mission to France, May 8 to June 8, uncovered 7 licensing offers for the U.S. production of products ranging from prefab buildings, hospital beds, denture supplies and fertilizer to a combination can and bottle opener, safety control device and dehydrating bottle stoppers and caps.

French firms seeking business relations with U.S. manufacturers for production in France also were reported by the Trade Mission. For the most part, these licensing requests are in the following industrial areas: concrete construction, frozen foods, baked goods, chemicals, cosmetics, paints, agricultural chemicals, rubber products and plastics.

Other French manufacturers want licenses to produce construction equipment, special industry machinery, air-conditioners, home appliances, trailers, measuring instruments and a variety of other products. In addition, 2 Frenchmen want to sell their businesses to American interests—a wine chateau and a factory producting cosmetics and perfume.

License offered

Additional information on these 7 licensing opportunities may be obtained by U.S. manufacturers from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number following each of the descriptions below.

243 Prefabricated buildings

Firm of engineers and architects offers patents and technical assistance under a license arrangement to U.S. firms for the manufacture of prefab buildings used for schools, hospitals, dwellings and warehouses. File 1105.

251 Hospital bed

Manufacturer of hospital and medical equipment wants to license a U.S. manufacturer to produce a patented hospital bed. File 1106.

284 Denture supplies

License offered for the production of denture adhesives and cleaning agents. File 1107.

287 Fertilizer

Developer of a synthetic manure which has all the fertilizing value and other qualities of natural manure but with greater ease of application and complete absence of smell seeks U.S. licensee. File 1108.

342 Can, bottle opener

License or sale of U.S. patent for production of a combination can and bottle opener offered U.S. manufacturers. File 1109.

382 Safety control

Production license for an industrial safety device utilizing photoelectric and photoresistant cells for oil-fired and gas-fired burners and other applications offered U.S. manufacturers. File 1110.

399 Dehydrating caps

License offered U.S. manufacturers for the production of dehydrating bottle caps and stoppers to absorb humidity in containers of pharmaceutical products. File 1112.

For sale

012 Vineyard

A fully staffed chateau, located in the Bordeaux region, making white and red wines is offered for sale. Transactions Immobiliers Forestieres et Agricoles, 20 rue Chauchat, Paris 9.

284 Cosmetics, detergents

Manufacturer of ladies' perfumes, cologne and nail-drying spray offers its business for sale. Yvonne d'Estrec, 6 Place Vendôme, Paris.

License wanted

177 Concrete construction

License sought for the production of prefab concrete parking garage. Entreprises Ossude, 9 ave. d'Orsay, Paris 7.

203 Frozen foods

Firm engaged in quick freezing of all kinds of foodstuffs seeks technical and/or financial participation from U.S. frozen-food firms. GAST, BP 68, Le Prat Vannes (Morbihan).

205 Baked goods

Seeks cross licensing with U.S. baker for the production of its biscuits and cookies in the U.S. and to make U.S. baked goods in France. Biscuiterie Schagen, 110 rue St. Cecile, Marseille.

280 Chemicals

Manufacturer of chemical bases for detergents and items used in textile industry seeks license to make other products of a chemical base. Soc. An. Sapchim-Fournier-Cimag, 4 rue de Galliera, Paris.

Manufacturer of aerosol products such as insecticides and room air deodorants seeks license to produce additional aerosol products. Caubet & Fils, 222 ave. de la Capelette, Marseille.

283 Pharmaceuticals

Cross-licensing arrangements sought by French pharmaceutical manufacturer. Laboratoires Corbiere, 27 rue de Renaudes, Paris 17.

License sought for the production of ethical drugs and pharmaceuticals by pharmaceutical firm which will offer its patents in return. Office Pharmaceutique Francaise d'Outre-Mer, 24 rue Amelot, Paris 11.

284 Cosmetics, detergents

License sought for the production of cosmetics and toilet articles. Laboratoire Gueyne, 8 rue Dubessan, Bordeaux.

Detergents manufacturer seeks license to produce specialty detergents. Is particularly interested in producing amphoteric agents. Ste. Chimique Elveuvienne, St.-Pierre-lès-Elbeuf (S.M.).

License sought for the production of cosmetics other than nail polish, deodorants and suntan products. Laboratoires Feret & Freres, 20-24 rue Dautancourt, Paris 17.

285 Paints

Paint and varnish manufacturer seeks license to make rubber-base and epoxy specialty paints as well as paints used in the missile field. Comptior Commercial des Couleurs et Vernis, 96 rue d'Italie, Marseille.

287 Agricultural chemicals

Chemical producer seeks license to produce insecticides, herbicides, fungicides and related products. Soc. Prochim, Courchelettes (Nord).

306 Rubber products

Manufacturer of rubber products for industrial use, such as conveyor belts and molded parts, seeks license to make molded parts for automotive and mechanical uses, mine conveyor belts, rubber blankets, paper mill cylinders and supplies for chemical plants. Rollin & Co., Steinback (Haut-Rhin).

License sought for production of any type of rubber product by manufacturer of rubber footwear. Etab. Baudou, Les Eglisottes (Gironde).

Manufacturer of hot water bottles, beach toys and games seeks license to make rubber products. Kent Rubber Co., Ltd., Route de la Barre, Anglet-Blancpignon (Basses Pyrénées).

307 Plastics

Building-materials manufacturer seeks license to make plastic pipe and fittings for industrial uses. Les Produits de L'Industrie Moderne, 17 Blvd. Riquet, Toulouse (Haute Garonne).

353 Construction equipment

License sought for the production of construction and industrial machinery and equipment. Maison Breguet, 15 ave. d'Eylau, Paris 16.

355 Special industry machinery

Wood and plastic-working manufac- additional wood and plastic working turer seeks license to make textile and additional wood and plastic working machinery. Ets. C.D., 20 rue Anavole, Quteaux (Seine).

356 Bearings

Manufacturer of ball and needle bearings seeks joint venture to intensify present business efforts. Ateliers Industriels de Mecaniques de Precision, 12 ave. Emile Acollas, Paris 7.

358 Air conditioners

License sought for the production of home air conditioners, heating equipment and other small appliances for domestic use. J. Degermann & Cie, 8 rue Catulle Mendes, Paris 17.

363 Home appliances

Manufacturer of small, electric hand mixers seeks license to make additional small, electric home appliances. Esge-France, S.A., 8 rue de l'Usine, St. Louis (Haut-Rhin).

License wanted to make water heaters with enamel-lined tanks. Durandeau, Conseil Electronechnique, 6 rue Boudet, Bordeaux.

379 Trailers

Manufacturer of lightweight camping trailers seeks license to make U.S. camping and other small folding trailers. Etab. Baillou, Rue Gambeatt, Pone (Charente Maritime).

382 Measuring instruments

Manufacturer of mechanical measuring devices and electronic precision-measuring devices seeks reciprocal licensing arrangements with U.S. producer of all kinds of electronic precision-measuring instruments. Cahuvin Arnoux, 190 rue Championnet, Paris 18.

Varied products

License sought for the production of material-handling equipment, pleasure boats and trailers, water heaters for swimming pools and steel platforms; tables and prefab buildings. Atelier & Chantiers de Dunkerque & Bordeaux, 125 Quai de Brazza, Bordeaux-Bastide.

License wanted for the manufacture of prefab parking garages, agricultural equipment, metal structural equipment, storage tanks and railroad tank cars. Etudes & Travaux de Construction Metalliques, 9 Impasse des Petits-Marais, Gennevilliers (Seine).

Help for investors

Are you considering investment in emerging areas? Do you wish to license your technical know-how in developing countries? Do you require guidance in implementing your investment decision?

For assistance on specific investment problems in lesser developed parts of the world, contact the Bureau of International Commerce, Investment Resources Division, Office of International Investment, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: Area code 202, WOrth 7-4065.

Tire-changing equipment venture opens in India

A group of Indian nationals seeks U.S. participation for the establishment of a factory in India for the assembly and eventual manufacture of automobile tire-changing equipment. It proposes to provide local working capital whereas the American counterpart would provide technical know-how and equipment.

For further details, write to the Bureau of International Commerce, Office of International Investment, File 4-3548-2(H), U.S. Department of Commerce, Washington, D.C. 20230.

3 U.S. manufacturing openings cited

Firms in Sweden and the Netherlands have new ideas in food freezers with quick defrosting, automatic ironing machines for small flat work and training chairs for paralyzed folk

Licenses are offered to U.S. manufacturers to produce in this country a Swedish freezer which features a simple and efficient defrosting method, an automatic ironing machine especially designed in the Netherlands for flat work and a Swedish apparatus for muscle rebuilding and exercising.

Additional information on these products may be obtained by American manufacturers from the Bureau of International Commerce, Office of International Investment, Department of Commerce, Washington, D.C. 20230, by referring to the appropriate file number which follows each licensing opportunity.

- License is available for the U.S. production of a new type of food freezer with an uncovered cooler that can be lifted out for easy and quick defrosting. The cooling element is removed from the freezer during defrosting. The food remains in the insulated cold compartment and is kept frozen during the 15-minute defrosting time. During the period when the coil is out of operation, the temperature in the freezer does not change.

Awarded gold medal

The freezer's construction, which includes the use of a single piece of molded plastic, was awarded a gold medal at the 9th International Exhibition of Inventors

in Brussels in 1960. The Swedish firm reports that the award was granted on the basis of the technical advances incorporated in the freezer which were judged to be years ahead of competition.

The freezer comes in 4 sizes ranging from 5¼ cu. ft. to 19½ cu. ft. for use in apartments, homes, farms and stores. *File 1112.*

● An American licensee is sought for the production of a Dutch-designed fully-automatic ironing machine for small flat work. The unit basically consists of 2 presses arranged one behind the other.

The flat work is fed through the presses by means of an intermittently running conveyor belt, with a turnover unit being provided between the first and second press, and another turnover unit being located after the second press in order to stack the finished articles. The intermittent movement of the conveyor belts and the opening and closing of the presses is controlled by means of a preset electrical timer. *File 1113.*

● The U.S. production of a patented training apparatus is offered under license from a Swedish firm. The machine is for muscle rebuilding and exercise and is reported to be particularly useful for victims of infantile paralysis, multiple sclerosis, and other forms of paralysis; as well as for bed patients, old people and sportsmen.

The chair works on a principle whereby the patient's weight contributes to the operation of the machine. This gives a synchronized pattern or motion even for patients with almost total paralysis. For patients with total loss of muscle power, an electric drive and brake are installed. The patient can then control the operation of the electric drive through the use of a plastic contact on the tongue tip.

This orthopedic chair is being used in a number of Swedish hospitals for medical gymnastics and physiotherapy treatments. *File 1114.*

Plastics firm in Greece looks for U.S. partner

U.S. capital is asked by a Greek plastics firm in order to expand its present facilities and develop new products.

The firm produces plastic film, bags, sheets and automobile upholstery materials from polyethylene and PVC which it imports. It is particularly interested in making plastic educational toys and games for the domestic and northern European markets.

Write Plastic S.A., 120 Alexander Papanastasiou St., Thessaloniki.

OPENING DAY CEREMONIES: Nicaragua's Industrial Promotion Office has a formal send-off as U.S. Coordinator for the Alliance for Progress, Teodoro Moscoso (right) watches the former president of Nicaragua, Luis Somoza, unveil wall plaque. Investors are invited to contact the new facility.

Nicaragua welcomes investors

New Industrial Promotion Office offers wealth of assistance; varied industry studies available

The recent opening of an Industrial Promotion Office by the Nicaraguan National Development Institute (INFONAC) indicates the importance Nicaragua attaches to aiding potential investors locate opportunities in that country.

Among the many forms of assistance offered by the Industrial Promotion Office are technical or economic studies, assistance in processing legal requirements for the establishment of a business, location of suitable local partners for joint ventures, assistance in arranging credit and help with personnel training and recruitment problems.

Feasibility or marketing studies have already been completed for a number of industries. These are available in English or Spanish to potential U.S. investors:

Feasibility studies. Fruit and vegetable canning . . . caustic soda . . . electrical appliances assembly plant . . . chlorinated insecticides . . . kiln drying of lumber . . . kenaf sacks and cloth . . . animal feed concentrates.

Investment surveys. Mufflers . . . corrugated cardboard . . . rayon . . . electric transformers . . . tin containers . . . furniture manufacturing . . . bagasse paper and cardboard products . . . glass containers . . . metal kitchen utensils . . . dry milk products . . . bottle caps . . . papaya processing.

Marketing studies. Sandpaper . . . cotton linters . . . stoves . . . shoe polish . . . sewing machines . . . door knobs and hinges . . . metal pins and snaps . . . candies . . . tallow . . . adhesive and insulated tapes . . . chocolate . . . metal strapping.

Also, small agricultural implements . . . costume jewelry . . . socks and stockings . . . cutlery . . . toys . . . textiles . . . gelatines and glues . . . inks . . . sporting goods . . . straw articles . . . tanned leathers . . . sheet plastic . . . table ornaments.

Investment promotion kit. This contains a number of brochures and documents including explanations of Nicaraguan law as applied to foreign investment and special grants and privileges to new industry.

The INFONAC Industrial Promotion Office is also willing, on a selective basis, to prepare special feasibility studies upon request from seriously interested, poten-

tial U.S. investors with adequate financial and technical resources.

Firms interested in obtaining any of the material described above, needing further information concerning investment in Nicaragua or wishing to apply for a special feasibility study in an industry at which they have had experience and possess technical know-how, should write to Alfredo Sacasa, General Manager, INFONAC, Managua, Nicaragua.

Indian firm wants to make drafting machines, scales

An Indian manufacturer of artists' equipment proposes to expand production to include slide rules, scales, stencils and drafting machines.

There are only a few manufacturers in this field, it is said, and their production is insufficient to satisfy current demand.

The firm plans to establish a new plant in the Bombay area and is interested in obtaining technical know-how for the construction and operation of the proposed manufacturing facility.

For further details, write to the Indian Investment Center, 630 Third Ave., New York 17, N.Y.

Mexicans interested in valves, electrical items

Two Mexican firms are looking for U.S. licenses to produce either control valves or electrical equipment.

► An assembler and producer of industrial automatic valves and hydropneumatic mechanisms is seeking a U.S. license for the manufacture of regulating and pressure control valves. Increased demand is forecast for valves since their purchase abroad is now subject to import permits.

Write to Reguladores y Controles Reyco, S.A. Calle de la Victoria #83, Fraccionamiento Industrial Alce Blanco, Naucalpan, Estado de Mexico, Mexico.

► A large manufacturer of electrical equipment wants a license for the manufacture of U.S. electrical equipment other than it now produces. Under U.S. licenses, the firm manufactures refrigerators, air-conditioning equipment, electric stoves and washers, irons, fans, distribution and power transformers, motors and control and panelboards.

Write to Industria Electrica de Mexico, S.A., Ciudad Electrica, Tlalnepantla, Estado de Mexico, Mexico.

16 European companies want know-how to produce ships, machinery, prefabs, gears, faucets, handling equipment

Licensing possibilities also open for overseas manufacture of plumbing and heating equipment, instruments, boilers, cabinets, packing machines, special vehicles, hardware

Manufacturers in France, Germany, Italy, the Netherlands and Spain seek technical assistance from U.S. firms in a number of manufacturing areas. Products they are interested in include air conditioners, automobile and hardware equipment, controlling and regulating instruments, embossed metal items, fabricated metal products, gears, heating and plumbing equipment, household appliances, packaging and perforating machines, rolling mill rolls, valves, transportation equipment and varied other manufactures.

Air conditioners

Italy. License sought to produce domestic and industrial air-conditioning equipment. Ing Ferruccio Scalzi, Via Marconi 12, Latina.

Automobile parts, hardware

France. Manufacturer of metal fasteners and forged metal parts seeks license to make hardware products and automobile parts and accessories. Etab. Bohly Freres et Cie, 6 Blvd. Jules Ferry, Paris 11ème.

Controlling, regulating instruments

Netherlands. Wants license to manufacture regulators, controllers and other process-regulating equipment. Schaeffer & Budenberg, 4 van de Spigelstraat, The Hague.

Embossed metal items

France. Producer of plated sheet parts for stoves seeks license for the production of embossed metal items. Anciens Etablissements Matol, 9 rue Marx Dormoy, Jeumont (Nord).

Fabricated metal products

France. License sought for the manufacture of stainless steel boilers, curtain walls, perforated ceilings, shelves, metal cabinets and movable partitions. Etab. Krieg et Zivy, 9 rue Louis Jejeune, Montrouge (Seine).

Seeks license to make metal building elements, boilerworks and hoisting and handling equipment. Etab. Marcel Lefort et Fils, 63/69 rue Carnot, Rosendael (Nord).

Netherlands. Shipbuilder seeks license to make prefab housing and industrial buildings, structural steel and steel plate fabrication, and motor yachts over 50 feet and ships up to 5,000 tons. Terneuzensche Shipbuilding Co., Ltd., Terneuzen.

Gears

Netherlands. License sought for the production of gears and gear boxes for industrial and scientific use. Metaalbedrijf Rademakers N.V., Breedveld Singel 96, Rotterdam 13.

Heating, plumbing equipment

France. Seeks license to make central heating systems, faucets and tanks. Soc. Generale de Fonderie, 8 Place d'Lene, Paris 16ème.

Household appliances

Germany. Manufacturer of electric water heaters seeks buyer for its going business. Mr. W. A. Penkert, Lauterbadstrasse 61, 729 Freudenstadt.

Packaging, perforating machines

Netherlands. Graphic machinery manufacturer seeks license to make small packaging machines for candy or bakery products as well as fast perforating and hole-punching machines for paper products. Grafische Machinefabriek A.K. V.D. Wijngaart, Gustoweg 27, Rotterdam.

Rolling mill rolls

Spain. Manufacturer of iron and steel products seeks license to make rolling mill rolls. Tecnical Siderurgicas, S.A., Vallehermoso 32, Madrid 15.

Valves

Netherlands. Manufacturer of industrial and domestic heaters seeks license to produce valves for domestic gas heaters. Inalfa N.V., Maasheseweg 83, Venray.

Transportation equipment

France. License sought for the production of special vehicles and equipment. Soc. Willeme, 58u rue Noel Pons, Nanterre (Seine).

Varied products

Netherlands. Joint venture or licensing arrangement sought for the manufacture of air filters, hot water heaters, heating equipment and ventilators by firm willing to provide necessary equipment and sales force. Industrie- en Handel-Maatschappij R. J. Worthmann N.V., Wildervank.

France. Seeks license to make vending machines, dispensers of liquids and powders, light-duty machinery and equipment for public works and building contractors as well as hoisting and lifting equipment. J. Viriot & Cie, 50 Cours Balguerie-Stuttenberg, Bordeaux (Gironde).

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Vietnam seeks equipment for electronic laboratory

The Central Purchasing Authority, P.O. box H-5, Saigon, Vietnam, has issued invitation to bid # 0900-13063, for the furnishing of all the equipment for an electronic instruction laboratory equipped to accomodate 38 students at individual working stations.

The laboratory is to be equipped with a master control board to control the distribution of ac and dc power supplies, as well as audio and radio frequencies to the student positions. Also required are laboratory equipment boards, plug-in boards, radio transmitter kits, radio receiver kits, crystal oscillators, assorted sets of resistors, condensers, potentiometers, transformers, to permit the students to conduct various experiments.

Bid deadline is July 24. The Central Purchasing Authority will accept cable bids, if the formal bid is airmailed at the same time. Delivery date is to be no later than December 31 at Saigon.

Copies of the bid specifications and bid forms are available for review at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, D.C. 20230, (Telephone: WO 7-2334).

TV sets, sounders, lanterns wanted by Turkish bank

The Materials Purchasing Dept., Turkish Maritime Bank, Istanbul, Turkey, has issued the following tenders:

#3001-289:21 UHF Television Sets, 19 in. (approx.), 11 channel, European frequencies, with directional antenna. Bid deadline is July 9.

#3001-301; four echo sounders, dual range, 0-100 m. and 0-1000 m., 4-stage heterodyne amplifier. Bid deadline is July 15.

#3001-308; eight beacon lanterns, battery operated with automatic lamp changer, 4-lamp capacity, complete with spare lamps and rechargeable batteries. Bid deadline is July 16.

Tenders should be sent directly to the Denizeilik Bankasi T.A.O., Malzeme Mudurlugu, Galata-Istanbul, Turkey. Copies of the tender specifications may be reviewed at the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, D.C. #20230 (Telephone: WO 7-2334).

Drug supermarkets planned by Yugoslavian company

The U.S. exhibit at the 1957 Zagreb Fair provided the inspiration for the introduction of supermarkets in Yugoslavia.

Now the "Medicine USA" exhibit sponsored by USIS and shown at the 1963 Belgrade Fair had as one of its component exhibits an U.S.-type drug store.

Several Belgrade drug firms have come up with an idea to open, on an experimental basis, several U.S. type drug super-markets, in the Belgrade area.

These super market type drug outlets initially would be stocked partly with imported drugs, cosmetics, and partly with locally-produced items.

To realize this idea the local firm Jugolek —1-3 Knez Mihailova, Belgrade, Yugoslavia, hopes to be able to contact a U.S. firm operating drug super-markets and obtain the following kinds of help: a) know-how in operating such stores, b) lists of goods that would be normally stocked, c) recommended specialties for import together with price lists covering their export costs.

Jugolek is a firm well-known as one of the largest Yugoslavian importers-exporters of medical equipment and pharmaceuticals.

A WTD report dated July 11, 1962, on this firm may be obtained from Commercial Intelligence Division.

Malta seeks tenders for plant equipment

The Accountant-General & Director of Contracts, Valetta, Malta, requests tenders for contract 1027/PWS/67 for the following materials: pipework, tanks, pumps; ancillary plant equipment including steam, feed, drain, general service pipework, tanks; electric and steam driven feed, drain, general service pumps; air compressing plant; sea water screening plant; chlorination plant; fire-fighting installation.

Only complete tenders will be considered. Bid deadline is September 2.

Tender documents may be obtained from the above at the Treasury, The Palace, Valetta, Malta, G.C., or Messrs. Preece, Cardew & Rider, 8, 10 & 12 Queen Anne's Gate, Westminister, London, SW.1, with a fee of $14.00, non-refundable, for a complete set of documents.

Personal durables requested by Burma store committee

The Civil Stores Committee No. 2, Rangoon, Burma, has issued a tender on personal durables.

Tender No. mt/misc/02/63 has a closing date of July 15, and covers, but is not limited to, hair dressing, sewing, manicure accessories. Estimated total value of the tender is $42,000. Samples are required.

Bids should be addressed to The Chairman, Civil Stores Committee No. 2, (Medicine and Toilet Branch), Rangoon; cable CIVSUPS.

A copy of the specifications is available on a short-term loan basis to firms located in the U.S. from the Consumer Durables Division, Business and Defense Services Administration, Rm. 4424, Department of Commerce, Washington, D.C. #20230.

Iran tobacco monopoly asks bids for acetate filters

The Iranian Tobacco Monopoly has invited bids for 38 million acetate filters.

Bids must reach the Iranian Tobacco Monopoly's office at Tehran, Iran, by the end of office hours July 31.

A copy of the conditions and specifications is available to firms located in the U.S. from Chemical and Rubber Division, Rm. 4412, BDSA, Department of Commerce, Washington, D.C. #20230. (Telephone WOrth 7-3529).

Israel announces competition for planning of bridge

The Municipality of Tel Aviv-Yafo, in conjunction with the Central Competitions Committee of the Association of Engineers and Architects in Israel, has announced a public competition for the planning of the "Ibn Gvirol Bridge Over The Yarkon" (Northern Tel Aviv area), with prizes of IL. 15,000, IL. 12,000 and IL. 9,000. (IL. 3.00-$1.00).

Participation is open to Israeli engineers and architects and to foreign engineering and contracting firms, provided that they include in the planning an Israeli engineer or architect who is or will become their representative in Israel.

On behalf of the sponsors the jury will consist of officials of the municipal administration and leading Israeli architects and engineers, with an additional professional judge from abroad whose name is to be announced.

Competitors must submit plans by November 1. Interested parties may register with the Central Competitions Committee, 200 Dizengoff Road, Tel Aviv, Israel, forwarding a check of IL. 100 which serves as a deposit until December 1. Tender forms will be sent to all participants after receipt of the written registration including check. The deposit will be returned to all those having submitted plans in the competition.

Pakistan desires equipment for cement plant extension

The Senior Executive, West Pakistan Industrial Development Corp., PIDC House, Kutchery Rd., Karachi, Pakistan, announces tender no. PC-12/EX-4-T with a deadline of August 31 for the fourth extension of the Zeal Pak Cement Factory at Hyderabad by a unit of 700 tons per day of clinker.

The wet process is favored. Below is a partial list of equipment needed: Limestone crushing plant to one in.; no clay wash mill or raw mill covered; 120,000 cu. ft. slurry basin with compressors, pumps; kiln for 700 mt. per 24 hrs., synchronous feed apparatus; gas kiln firing plant; conveyors; two cement mills; cement transport preferably pneumatic type; packing plant.

A copy of the specifications are available on short-term loan basis to firms located in the U.S. from the General Industrial Equipment and Components Division, Rm. 4022, BDSA, Department of Commerce, Washington, D.C. 20230. (Telephone: WOrth 7-5539).

Addendum, bid extension announced by Iraq

The Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad, Iraq, has extended the bid deadline for tender No. 2/3/19 for boilers from June 8 to July 15 (INTERNATIONAL COMMERCE, Feb. 4, p. 35). There is also an addendum to clause 24, page 11. One copy of the addendum is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. #20230 (Telephone: WOrth 7-4242).

Broadcast transmitter wanted for Syrian radio station

The Syrian General Directorate of Broadcasting and Television has issued tender #2662 for furnishing one 300 kw. radio station, to consist of either one 300 kw., or two 150 kw. transmitters in parallel, complete with all necessary accessories control desk, test equipment, spare parts.

The new station is intended to operate in parallel with an existing 300 kw. transmitter (two 150 kw. transmitters in parallel) now in operation at Homs, to give a combined output of 600 kw., in the frequency range of 525 kc. to 1605 kc. Transmission lines and antenna are to be constructed to handle a power of 600 kw.

Tenders should be in the hands of General Directorate of Broadcasting and Television, Planning and Transmitting Administration, Omawiyyine Sq., Damascus, Syria, before the end of July. Copies of the call for tender are available for review at the Electronics Division, BDSA, Department of Commerce, Rm. 4125, Washington, D.C. #20230 (Telephone: WOrth 7-2334).

Iraq requests tenders on laboratory chemicals

The Republic of Iraq invites bids on a variety of equipment and supplies for the Treatment Works Laboratory at Rustamiyah.

The 468 separate items consist of, but are not limited to the following: water sampling apparatus; hydrometer; chloroscope; ph meters; autoclave; laboratory glass; centrifuge; bunsen burners; chemical reagents including sulphuric acid, ethanol, silver sulphate, sodium nitrate.

Bid deadline for tender notice no. 15 is August 3.

Terms and specifications may be obtained from the Directorate General of Sewerage Board, Baghdad, Iraq, against payment of two Iraqi dollars ($5.60) per copy, plus air mail charge. Specifications are available to firms located in the U.S. for review only from the Scientific, Photographic and Business Equipment Division, BDSA, Department of Commerce, Washington, D.C. 20230.

Lebanese government plans proposed railways expansion

The Lebanese Government is studying a project for developing the railway traffic on the Nakoura-Beirut-Tripoli line (NBT).

The project includes the purchase of diesel locomotives of 1500 hp., and rail motor car (Automotrice) passenger coaches to operate between Beirut-Tyre and Beirut-Tripoli. The project will involve the replacement of some of the existing rails; the elimination of sharp curves, to allow more speed; and the setting up of light signals at road crossings as additional security measures.

The Railway Dept. intends to implement this project in three years. The estimated cost will be approx. 16 million Lebanese pounds (US $5,161,290).

The Lebanese Government feels that this project will be of significant economic and strategic importance to improve their transportation system in general, and railway traffic more specifically.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20230.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

■ indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington, D.C. 20230, Room 4319, Telephone WO 7-4675.

● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.

★★ indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

019 Commercial Farms

★★ FRANCE—Trade Mission

Grain seed, other agricultural seed contacts desired with U.S. food processors or exporters with view towards exclusive representation in several cities in France. Luro, Claude, 50 Residence d'Aspin, Pau, Basses Pyrenees. I.R. 95.

200 Food

BAHRAIN—Frozen poultry, frozen vegetables, canned foodstuffs. Bahrain Cold Store, Ltd., (importer, retailer, wholesaler, manufacturer, re-exporter), P.O. box 19, Bahrain. WTD 3/24/63.

★★ FRANCE—Trade Mission

Purchasing agent for COOP with 10,000 stores desires possibility of importing foodstuffs, household products from U.S. Societe Generale des Cooperatives de Consommation, 61, rue Boissiere, Paris 16. WTD 5/29/62 I.R. 229.

Bourbon whiskey, cherries, pineapple, corn in cans, appetizers, spices, sauces sought by wholesaler of food products. Markets, 12 rue du Mail, Paris 2. I.R. 379.

MALAYA—Canned provisions, such as meats, fruits, flavoring essences. Southern Traders, (importer, exporter, commission agent), 15 Jalan Ali Pitchay, Ipoh, Perak.

201 Meat Products

★★ FRANCE—Trade Mission

Frozen meat, liver, offals of uniform quality and packaging, perhaps under purchaser's own label, in large quantities, desired from two or three producers directly. H. Guichard, 29 Avenue du Jeu de Paume, Cauderan (Gironde). WTD 3/1/63 I.R. 33.

Wholesaler seeks to purchase: Offals of beef, porks in frozen form, frozen food (only if restrictions are cancelled); could purchase 15 t. for shipment and one shipment every month or two. Etablissements Louis Monpillie, B.P. #3, Bordeaux-Marne, Abattoirs, Quai de Paludate, Bordeaux. WTD 6/1/59 I.R. 76.

Exporter of tomato paste would like to import American corned beef. Deltaco, France, 66, Bld. Notre-Dame, Marseille, 6e. I.R. 109.

203 Canning, Preserving Foods

ENGLAND—Canned, dried fruits, vegetables, specialty foods. Getz Bros. and Co., Inc., (international merchant), 3 Harewood Pl., London, W1.

★★ FRANCE—Trade Mission

Crab meat, prunes, grapefruit juice, pine-

apple, other processed foods desired by importer. Paul Couteau-Begarie, 15 Rue Grangeneuve, Bordeaux, Gironde. WTD 4/2/62 I.R. 1.

General foodstuffs importers wish to act as sales representative for U.S. canning firm. V. Soriano et Cie., 366 bis, rue de Vaugirard, Paris 15. WTD 5/22/63 I.R. 272.

Salmon packer or exporter for agent to sell in France. Bordeaux permanent inventory of salmon desired. S.A. Merle & Cie, 39 rue de la Devise, Bordeaux. WTD 4/10/58 I.R. 80.

Sardines, shrimp, lobster, tunafish, prepared and frozen, from U.S. sought by importer. Safmagel, 9 bis, rue Manin, Paris 19. NCIA. I.R. 438.

French canner interested in importing canned fruit, catsup, other tomato products, asparagus. D'Arros Freres, 1 rue Francois-Massabo, Marseille, 2. I.R. 174.

Importer wants to purchase all kinds of canned food (fish, fruits, vegetables, fruit juice). C.P.D.C. (Centre Parisien de Distribution Commerciale), 10, Cours Franklin-Roosevelt, Marseille, 1er. I.R. 146.

Importer of dried fruit is interested in representing U.S. manufacturers of dried raisins, prunes, apricots, almonds. M. Arnaud, 123 La Canebière, Marseille. I.R. 129.

French firm which imports and distributes dried fruits is interested in purchasing canned fruits of all types. Ballester & Cie., 326-336 Bld. National, Marseille. I.R. 121.

204 Grain Mill Products

★★ FRANCE—Trade Mission

Basic products to manufacture animal feeds, primarily chicken, cattle feed desired by importer. Compagnie Bordelaise des Produite Chimiques, 28 Place Gambetta, Bordeaux. WTD 1/1/61 I.R. 98.★

Importer desires 15,000 t. rice for shipment directly to Africa—grade whole grain, 40% crushed. French grade is "bleu bonnet no. 5." Comptoirs d'exportation du G.C.F.I., 27 Place des Martyrs de la Resistance, Bordeaux, Gironde. I.R. 26.

208 Beverage Industries

★★ FRANCE—Trade Mission

Wine, spirits distiller or distributor's products sought by French distiller who would like to sell his cognac in the U.S. Maison Normandin, Chateauneuf sur Charente, Charente. WTD 12/9/57 I.R. 27.

209 Food Preparations

★★ FRANCE—Trade Mission

Food broker desires from producers tallow and soybean oil, oil seed for clients in France, rest of Europe, Africa. Feraille, Galtier & Cie, 18, rue Godot de Mauroy, Paris 9. I.R. 255.

Large firm specializing in dried vegetables wants to import animal feeds, seeds, (ryegrass, clover), beans, peas. Legumia, 41-47 Bld. de Plombieres, Marseille, 3. WTD 12/6/62 I.R. 113.

Manufacturer of animal feed wants to import ingredients for manufacturing the various preparations used in poultry raising such as coccidiostatics, yolk colorings. Laboratoires King, 72 rue Monte-Cristo, Marseille. WTD 6/13/61 I.R. 115.

Broker specializing exclusively in shelled almonds and hazelnuts for industrial uses, wants to represent large Californian producers and exporters of shelled almonds in bulk packing. M. Antoine Rasmussen, 60 rue Grignan, Marseille. I.R. 170.

GERMANY—Yellow No. 2 type soybeans in bulk in 1,000 ton lots monthly; extraction and expeller types soybean cake in 1,000 ton lots monthly. Bitouni Commercial Co., (importer), 42 Neuer Wall, Hamburg 36.

210 Tobacco

★★ FRANCE—Trade Mission

Cigars, tobacco products, other products sold in drug stores, i.e., razor blades, gum, lighters, desired by wholesaler for distribution in France. Ste. Allumettiere Frse., 7 Place Vendome, Paris 1. I.R. 260.

220 Textile Mill Products

★★ FRANCE—Trade Mission

Textile agent desired by importer for manufacturer's production of women's clothes, to buy textiles including synthetic fabrics (not knitwear). Henri Miquel, 23 Cours Alsace-Lorraine & 9 Place du Palais, Bordeaux. I.R. 62.

Manufacturer wishes to become exclusive agent of U.S. manufacturer of all types of synthetic fabrics. Societe Textile d'Exploitation, 33 rue Alfred-de-Musset, Carcassonne, Aude. I.R. 133.

Agent wants to represent U.S. manufacturers of textiles for suits, dresses, except woolens. M. Blaise Vita, 10 Crs. Mirabeau, Aix-en-Provence, B.D.R. WTD 3/1/62 I.R. 153.

Interested in representing various manufacturers in U.S. especially cotton piece goods such as rayons, cottons, synthetics, both medium and better prices; also interested in cotton, wool blankets of medium and better quality. G.J. Hymans, 64 rue du Progrès, Marseille. I.R. 160.

FRANCE—Fabrics for men's, women's clothing. Direct purchase and agency. Montley, (importer, dealer), 1 rue Gabriel Laumain, Paris 10e. WTD 5/20/63.

Plain and fancy woolen, synthetic fabrics for women's clothing; requests replies in French. S.A. Pierre Dubly, (manufacturer), 8 rue du Pays, Roubaix (Nord). WTD 3/6/63.

ITALY—Cotton, poplin fabric for the manufacture of men's shirts, including fancy fabric. Angelo e Oscar Cagli, (manufacturer), Via Ungarelli 13, Rome. WTD 2/26/63.

MALAYA—Textiles: blankets, towels, bedspreads, yardage goods; medium price, quality; literature and price list requests; cif Penang quotations preferred. Tong Aik & Co., (Penang), Ltd., (importer, exporter, wholesaler, retailer, manufacturer's agent, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

222 Broad Woven Fabric Mills, Products

BELGIUM—White nylon veiling for bridal veils, 2.80 m.-3 m., in pieces of 27 m. length; requests replies in French. Vercauteren Frere et Soeur, (manufacturer, wholesaler), 64 Grote Markt, Sint Niklass Waas. WTD 6/5/63.

229 Textile Goods

FRANCE—Synthetic fiber wastes; nylon, polyester. Societe Sedanaise de Tissus & Textiles, (importer, manufacturer), Bld Gambetta, Sedan (Ardennes).

Imitation leather; imitation suede. Direct purchase and agency. S.A. Dofan, (manufacturer, importer, wholesaler), 14 Place Bonsergent, Paris 10e.

★★ FRANCE—Trade Mission

Rubber-covered yarn for use in manufacturing power-net used in girdle trade, products used in corset, girdle, brassiere trade desired from U.S. manufacturers by agent. J. Poissonnet-Balson, 94, avenue Caffin, La Varenne (Seine). I.R. 251.

Synthetic material sought for use of labels for clothes by manufacturer. Ets. Danthony, 9, Place Jean Ploton, St. Etienne (Loire). WTD 5/22/63 I.R. 291.★

Agent seeks representation of textile manufacturers. S.T.A.D. 3, avenue Clemenceau, Mulhouse (Haut-Rhin). WTD 5/22/63 I.R. 295.

Synthetic fibers (e.g. dacron, nylon) used for sportswear (raincoats, coats) sought by agent desirous of representing U.S. manufacturer in above line. Ets. Sylvain Kaufman, 21 rue de Colonel Moll, Paris 17. NCIA I.R. 378.

■ **KOREA**—Rayon tire cord, standard quality, 1100D/720F, approx. 9,000 lb.; same except 1650D/720F, undipped, approx. 40,000 lb. Cif Pusan. PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 15. Hung A Industrial Co., Ltd., No. 42, Jungpo-Dong, Pusan. Reference No. FFO-SAI-3-432A.

230 Apparel

★★ FRANCE—Trade Mission

Wearing apparel of all types sought by manufacturer-distributor. Ets. Bomo, 4 rue de Aboukir, Paris 2. I.R. 384.

Pullover sweaters in cotton, nylon, wool for men, women, children sought by agent wishing to represent U.S. manufacturers. Sorret, 20 rue des France, Bourgeois. I.R. 385.

U.S. textile companies manufacturing either finished textile materials or finished wearing apparel for men, women, children desiring exclusive sales representation in France please contact: Etienne Bourgoin, Residence Joffre, St. Germain-en-Laye. WTD 5/22/63 I.R. 231.

MALAYA—Swimsuits, sportswear, also underwear; medium price, quality; for men, women, children; small, medium sizes neckties; requests price lists, catalogues, literature; cif Penang quotations preferred. Tong Aik & Co., (Penang), Ltd., (importer, exporter, wholesaler, retailer, manufacturer's agent, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

231 Men's, Youths', Boys' Furnishings, Work Clothing

BAHRAIN—Tropical-weight summer suits, both regular and wash-n-wear; natural and synthetic fiber for both men, women's suitings. Kewalram & Sons, (importer, retailer, re-exporter, wholesaler), Bab Al-Bahrain Road, P.O. box 84, Bahrain. WTD 3/24/63.

232 Men's, Youths', Boys' Furnishings

★★ FRANCE—Trade Mission

U.S. dress and sport slacks desired for sale in France by manufacturer of men's sportswear. Etablissements Hemespe, 34 Cours Alsace Lorraine, Bordeaux. WTD 2/11/62 I.R. 38.

233 Women's, Children's Outerwear

★★ FRANCE—Trade Mission

Firm requests distribution and/or representation agreements with U.S. manufacturers of men's, women's, children's clothing for France, Algeria. Ets. Henri, 38 rue Longue-des-Capucins, Marseille. I.R. 175.

238 Apparel, Accessories

★★ FRANCE—Trade Mission

Manufacturer of specialized clothing used

by medical profession, industrial technicians or workers is interested in importing medical, hospital clothing, supplies, particularly newly developed products of that nature from U.S. Societe Jem, 48 rue Barbaroux, Marseille. I.R. 104.

242 Sawmills, Planing Mills

★★ FRANCE—Trade Mission

Importer of hard and softwoods wishes to purchase: low-grade pine for orange crates; softwoods for unfinished kitchen cabinets, prefinished and unfinished wood panels, moldings for decorating offices, homes; structural lumber for building construction, precut railroad ties (not creosoted). Bois Service Intercontinents, S.A., 5, rue Blanc-Dutrouilh, Bordeaux, Gironde. WTD 2/8/63 I.R. 2.★

Oregon Pine, other woods suitable for interior paneling, moldings desired by broker/selling agent who in turn would sell a wall board made from "bagase," termite proof, can be used in prefabricated homes. Roger Cardouat, Palais de la Bourse, Bordeaux (Gironde). WTD 2/26/57 I.R. 29.

FRANCE—Sawed lumber, hard or soft woods of all types; plywood; wood panels, wainscoting, materials of good quality suitable for furniture, building industries, including the making of pre-fabricated houses; requests replies in French. Direct purchase and agency. Societe Europeenne Des Bois, (wholesaler), 20 Rue Jules-Steeg, Bordeaux, Gironde. WTD 5/6/63.

243 Millwork, Veneer, Plywood, Prefabricated Structural Wood Products

★★ FRANCE—Trade Mission

Prefinished plywood panels, moldings, stains; plastic laminated sheets for use as kitchen table tops; woodworking handtools, rasps, hand saws; rough lumber, pine, fir, redwood, precut lumber for flooring desired by wholesaler for exclusive distribution. Batibois Sarl, 116 Route d'Espagne, Toulouse Hte Garonne. WTD 4/17/63 I.R. 44.

Rough-sawn exterior redwood siding, fencing; western red cedar for interior paneling; unfinished, prefinished paneling for interior decoration, unfinished pecky cedar for interior paneling. Societe J. Eyquem & Co., 70 Quai Deschamps, Bordeaux-Bastide, Gironde. WTD 6/6/62 I.R. 5.

Sales representative now selling to the home construction industry in France requests additional lines of U.S. products on an exclusive basis for France. Particularly interested in pre-fabricated houses and doors of all types. J.F. Granier, 292 rue Paradis, Marseille. I.R. 203.

Would like to act as agent for U.S. firm manufacturing prefabricated houses. Bernard de Peretti, 30 rue Thubaneau, Marseille, 1er. I.R. 151.

250 Furniture, Fixtures

BAHRAIN—Equipment, accessories for schools, offices of all kinds. Direct purchase and agency. Al-Nahdhah Book Shop, (importer, retailer, wholesaler, manufacturer, commission agent, P.O. box 353, Dammam. WTD 3/31/63.

ISRAEL—Finished or partly finished furniture for homes, offices; furniture should be light in color, modern in design, in accordance with Israeli tastes. Direct purchase and agency. Ron, Ltd., (furniture manufacturer, retailer), Rassco Bldg. Bassa, Jaffa.

252 Office Furniture

SAUDI ARABIA—Metal furniture for office, workshop, residence; steel cabinets, lockers, desks; requests quotations airmail, C&f Dammam. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. (Sudsidiary of Ahmad & Muhammad Salih Kaki, P.O. box 234, Mecca). WTD 12/26/61 on Kaki.

260 Paper Products

★★ FRANCE—Trade Mission

Manufacturer wants to import on own account kraft, sulphite, tissue paper for wrapping, packaging use. Also desires to represent U.S. firm as agent for chemical products used in the paper making industry. P. Rabilloud & Cie, 14 rue Florac, Marseille. I.R. 100.

261 Pulp Mills, Products

★★ FRANCE—Trade Mission

Kraft pulp, sulphate pulp, rayon pulp, unbleached, bleached, sought by importer wishing to represent U.S. company on commission basis. Compagnie des Pays Nordiques, 40 rue Liege, Paris 8. I.R. 356.

262 Paper Mills, Products

GERMANY—Imitation leather paper for bags; sample available on loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4317, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-4674). Chemische Fabriken Oker und Braunschweig AG, 3382 Oker/Harz.

■ **PAKISTAN**—Kraft liner; mg. waste sulphite paper; fluting paper; carbonizing tissue paper; various descriptions, quantities. Loan no. 391-H-056. U.S. source. Bid deadline July 13. M/S Sethi Straw Board Mills, Ltd., Rahwali District, Gujranwala. IL#221749.★★

White, colored bond; bank ledger 49/50 gr. max. substance; imitation art white wood-free paper; art coated paper, tissue paper, white, colored; ledger, account book paper. Direct purchase and agency. Vulcan Industries, Ltd., (importing distributor), Dayal Singh Mansion, P.O. box 404, The Mall, Lahore.

264 Converted Paper, Paperboard Products

★★ FRANCE—Trade Mission

Kraft paper, liner board, food board, fluted paper, for use in container, packaging field, sought by importer wishing to represent U.S. company on a commission basis. Agence des Pays du Nord, 67 rue Amsterdam, Paris. I.R. 357.

NETHERLANDS—School, office supplies. N. Samson N.V., (importer, wholesaler, retailer, manufacturer, exporter), 1 Wilhelminalaan, Alphen a/d Rijn. WTD 8/15/62.

266 Building Paper, Building Board Mills

★★ FRANCE—Trade Mission

Wholesaler desires 200 t. of wallboard monthly. Wants c.i.f. price from manufacturers. Societe Aucanne & Companie, 40 Quai de Brazza, Bordeaux. WTD 5/1/62 I.R. 41.

270 Printing, Publishing Industries

NETHERLANDS—Administration systems. N. Samson N.V., (importer, wholesaler, retailer, manufacturer, exporter), 1 Wilhelminalaan, Alphen a/d Rijn. WTD 8/15/63.

275 Commercial Printing

MALAYA—Playing cards—washable, cif Penang quotations preferred. Tong Aik & Co., (Penang), Ltd., (importer, exporter, retailer, manufacturer's agent, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

280 Chemicals

★★ FRANCE—Trade Mission

Parafine, turpentine, paints, insecticides desired by manufacturer of cleaning products, waxes, shoe-polish, through agent who will also distribute his products in the U.S. Societe l'Ebene, 91 rue Camille Godard, Bordeaux, Gironde. I.R. 15.

Pharmaceuticals, chemical products, new and raw materials used in the chemical industry; basic products for foodstuffs. Importer wishes to act as exclusive agent for above products. Copci, 44 rue la Boetie, Paris 8. WTD 12/21/62 I.R. 310.

New chemical products, new pharmaceuticals for household and industrial uses sought by importer desirous of acting as exclusive agent for U.S. manufacturers. Laboratoires Standa, 184, rue du Marechal Gallieni, Caen (Calvados). WTD 5/22/63 I.R. 316.

Chemical raw materials used in the plastic, general chemical, metalurgical industry, sought by exclusive agency from manufacturers of above products. Wambes Co.-France, 1 rue Volney, Paris 2, WTD 5/22/63 I.R. 338.

Heavy chemicals, dyestuffs, auxiliary products, synthetic chemicals sought by new company wishing to represent U.S. companies of these products. Ste. Troisjean, 9, avenue de l'Opera, Paris. I.R. 355.

Chemical manufacturers sought by wholesaler for representation. Cie. Franco-Italienne de Produits Chimiques, 3 rue Vignon, Paris 8. I.R. 418.

Manufacturers' agent is anxious to purchase U.S. chemical products, specifically demulsifiers, desalting compounds, solvents of parafine, asphalt, sulfamic acid. Internationale Maritime Commerciale et Industrielle, 33 rue Mazenod, Marseille (2). WTD 4/19/63 I.R. 204.

FRANCE—Trimethylopropane; paratertiairebutylphenol; glycerin—80 tons per month; phtalic anhydride—100 tons per month; requests replies in French. Societe Syntova, (manufacturer), 95 quai Jules Guesde, Vitry-s/Seine (Seine). WTD 12/3/62.

GERMANY—Mahogany soaps (naphten-sulfonic acids for production of soluble oils); greases, fatty acids of the type of hydrogenated castor oil and hydroxy or dihydroxystearicacids for production of lubricating greases; lithium hydroxide for saponification; emulsifier, rust inhibitors for production of cutting oils; thickeners for production of lubricating greases other than soaps, e.g. estersils, bentonite, baragel, arylurea thickeners, therephthalamate thickeners; substitute material for mineral oils in lubricating greases, metal working fluids, such as esters of dicarbonacids, complex esters, uconoils; corrosion preventive compounds for automobile undercoating; metal working fluids which can be split biologically; salt-soap complex greases. Chemische Fabrik "Rhenus," Wilhelm Reiners, (manufacturer), 143/145 Blumenbergerstr., Schliessfach 205, 405, Moenchengladbach. WTD 5/10/63.

Special and new types of chemicals for the following industries: metal processing indus-

tries, mining, steel manufacturing industries, textile industry, glass, ceramic industries, dry cleaning shops, storage battery factories, mineral water wells, jam manufacturers, chocolate, candy manufacturers, cosmetics manufacturers, margarine, beverage industries. Karl Loffler K.G., (importer, wholesaler), Postfach 260, 5 Koln-Weidenpesch 1. WTD 1/18/61.

281 Industrial Chemicals

■ **CHINA**—Dicalcium phosphate, dihydrate, 80,000 lb.; same, except anhydrous, 20,000 lb. Packed in 100 lb. net triotex bags. PA#484-390-000-253-3213. U.S. source. Bid deadline July 17. Hawley & Hazel Chemical Co., Ltd., 27 Kong Ding Rd., Taipei. Ref. No. 066. c.i.f. Keelung.

★★ FRANCE—Trade Mission

Wholesaler, distributor interested in importing only basic chemicals for wholesale and distribution to industrial firms. Comptoir Chimique Continental, 41 Bld. de Lesseps, Marseille. WTD 5/17/62 I.R. 126.

Raw chemical materials, i.e. plasticizers; raw plastics such as polymethelene, inorganic, organic solvents, stabilizers desired by importer who wishes to be exclusive agent for U.S. chemical firm in France. Ste. Globimex, 1 rue der Gal Foy, Paris 8. I.R. 284.

Parafine wax, glycerine, caustic soda, adhesives, raw materials used in paper industry, plywood mills from U.S. firms for direct importation or through agent for sales in France. Etablissements Jarach, 108 Rue du Velodrome, Cauderan, Gironde. WTD 3/25/63 I.R. 70.

FRANCE—Chemical products and ingredients for paints, varnishes, inks, plastics, adhesives, abrasives, insulation products, rubber and cleaning products; requests replies in French. Direct purchase and agency. Societe D. Mackain & Cie, (importing distributor), 33 rue de Ponthieu, Paris. WTD 4/4/62.

■ **ISRAEL**—Malathion, technical grade, 11,000 lb., same, premium grade, 1,100 lb. Loan no. 28. U.S. source. Bid deadline July 20. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attn: Mr. M. Hans. S/A no. 45204. Tenders should refer to S/A no. and be prepared on basis of fas U.S. port of exit. Prices should be itemized to show both trade, cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

ITALY—Red lead, litharge, zinc oxide, lithopone, titanium oxide, quartz powder, stearin, rosin, calcium carbonate. Impexind, S.p.A., (importer), Via Lanzone 7, Milan.

■ **PAKISTAN**—Carbon black, 90 tons, Micafine powder, 5 tons, d.p.g., m.b.t.; agents; rubber colors, loan no. 391-H-056. U.S. source. Bid deadline July 17. Bata Shoe Co., (Pakistan), Ltd., Batapur, Dist., Lahore. Cable: BATASHOE Batapur. Import license nos. 221244, 233383, 232139.★

■ Hydrogen peroxide, 35% wts. 40% by volume. Loan no. 53. U.S. source. Bid deadline July 16. The Fauji Textile Mill, Jhelum, W. Cable: FAUTIJEX, Jhelum. S/A no. RM 025420. Amount $5,040.

■ Chemicals, frit glaze, various; plaster of paris; borax frit; oxides, glaze stains, various. Loan no. 391-H-056. U.S. source. Bid deadline July 16. Dadabhoy Ceramic Industries, Ltd., Jehangir Kothari Bldg., Bunder Rd., Near Denso Hall, Karachi. Cable: NEWCERAMIC, Karachi. S/A no. 336363. Amount $16,002.★

■ All sorts of coal tar dyes, chemicals, letter press inks, oils, used in manufacture of paper. Loan no. 391-H-056. U.S. source. Bid deadline July 13. M/s Sethi Straw Board Mills, Ltd., Rahwali District, Gujranwala. IL#221-749. $45,744 (including paper).★

■ Vat dyes, finely powdered; indigosols; reactive dyes; various colors, descriptions, quantities. Loan no. 391-H-056. U.S. source. Bid deadline July 22. Star Textile Mills, Ltd., Zam Zam Chambers, Dunolly Rd., P.O. box 4400, Karachi. Cable: BLUESTAR. S/A no. RM 042352.★

■ Chlorinated di-phenyl, anthracine oil, aerosil, aluminium stearate, alkydal, long list of items. Loan no. 391-H-056. U.S. source. Bid deadline July 13. M/s Crescent Paint Colour and Varnish Works, Ltd., 10-Baradari Rd., P.O. Shahdara Mills, Lahore. IL#232802. Purchaser's no. PUR/38/AID 232802. $52,-164.★

■ Caustic soda, 80/100 tons, packed in 750 lb. iron drums. Import license no. 239963, import registration no. K00416; $2,940. Loan no. 391-H-056. Bid deadline July 15. Abdul Razak Abdul Kader, Fulara Mansion, Jodia Bazar, P.O. box 4041, Karachi 2. Cable: WELLKNOWN, Karachi.

282 Synthetic Materials

FRANCE—Anti-corrosion plastic coatings such as: polyvinyl chloride, polyethylene, vulcanizable or pre-vulcanized products, various other products including those used for projection; requests replies in French. O. Fakler & Cie, (manufacturer), 33 bld Jeanne d'Arc, Montreuil s/Bois (Seine).

Plastic flooring, wall coating. Nairn France, (manufacturer), P.O. box 24, Saint-Symphorien (Indre & Loire).

Plastics materials such as granulated polyvinyl chloride, polystyrene, polyethylene; also wastes for regenerating: requests replies in French. Societe Saplex, (manufacturer), 68 Allee Pierre Brossolette, Pavillon s/Bois (Seine).

Polyethylene, polycarbonate, polytadiene, other synthetic rubbers, polypropylene; requests replies in French. Direct purchase and agency. Societe Commerciale Lambert Riviere, (importer, wholesaler), 16 rue de Miromesnil, Paris 8e. WTD 2/63.

Raw materials entering into the fabrication of polyester resins. Sheby, (manufacturer, exporter), 2 rue de la Tremoille, Paris. WTD 5/16/63.

Raw materials for plastics, additives; requests replies in French. Ets. A. Arnaud, (importer, dealer), 22 bis bld de la Bastille, Paris. WTD 1/22/62.

Moulding compounds (thermo hardening, thermo-plastic); requests replies in French. Direct purchase and agency. Les Fils de H. Routtand, (manufacturer), 133 ave Jean Jaures, Aubervilliers (Seine).

Expanded vinyl sheets on knitted support. Direct purchase and agency. S.A. Dofan, (manufacturer, importer, wholesaler), 14 Place Bonsergent, Paris 10e.

Basic resins for polyethylene, polystyrene, molding powders; requests replies in French. S.A. des Ets. Chevassus, (manufacturer), 35 Ave des Champs Elysees, Paris.

Polyethylene, polypropylene, plastics, additives for plastics; requests replies in French. Direct purchase and agency. Transcoplastic, (importer, manufacturer), Aix-en-Othe, Aube.

Powdered plastics; requests replies in French. Societe Parisienne d'Isolants Moules—Spem, (manufacturer), 68 rue Rogue de Fillol, Puteaux, Seine. WTD 5/16/63.

★★ FRANCE—Trade Mission

Manufacturer's representative anxious to represent U.S. firm or firms manufacturing plastic materials. J. Dubreucq-Perus & Co., 3 rue Emile Verhaeren, St. Cloud (S&O). I.R. 288.

■ **PAKISTAN**—Cellophane films, pt, mst utility grade, required in sheet size 20 x 30 in., in reams of 500 sheets. C&f Karachi. Samples to accompany quotation. Amount $14,-280. Loan no. 391-H-056. U.S. source. Bid deadline July 18. S.M. Ishaq & Co., 9 Wazir Mansion, Nicol Rd., Karachi 2. Cable: BRASSWARE, Karachi. IL#334828.

■ Thermoplastic moulding compound, polystyrene colored, packed in 50 lb. per double paper bags, 11,050 lb., various colors; thermoplastic moulding compound, ms flow virgin quality, cellulose acetate, plastic powder, various colors, in 50 lb. bags, 15,750 lb. Loan no. 391-H-056. U.S. source. Bid deadline July 15. Celluko Industries, 18/1 Muslim Lergue Quarts, Nazimabad, Karachi 18. S/A no. RM 036333.

■ **TURKEY**—Nylon yarn, 60/17/0-60/20/0, natural, 70/17/0-70/20/0; nylon stretch yarn, 60/2, 70/2, 90/2 natural and dyed. Amount $9,000. IL#001694.

■ Nylon yarn, 40/13/0, 60/17/0, 70/17/0-60/20, 70/20; nylon stretch yarn, 60, 70, 90/2 natural and dyed. $9,000. IL#001691.

■ Nylon yarn, 60/17-60/20, 70/17, 70/20; nylon stretch yarn, 60, 70, 90/2, natural and dyed. $15,400. IL#001692.

All the above are for PA#277-540-901-356-3224. Limited world-wide (901). Bid deadline July 17. Testas Ticaret ve Sanayi A.S., Topkapi, Maltepe Gumussuyu 24, Istanbul.

■ 40 deniers 10 filament nylon yarns, natural, full-dull, untwisted, on cones, first quality; same except 60 denier, 13 or 18 filaments. IL#001700. Amount $8,500.

■ 70 deniers 13 filaments nylon yarns, natural, semi-dull, untwisted, on cones, first or substandard quality; 60 denier, 13 or 18 filaments 300 or 450 t.p.m. nylon yarns, natural, semi-dull, first quality on cones; 30 denier, 6 filaments, same. IL#001699. Amount $10,000.

Both the above are for PA#277-540-901-356-3224. Limited world-wide. Bid deadline July 17. Guven Mensucat, Ltd., Sti., Fincancilar 22 Gokcen Han 5, Istanbul. Cable: MUNIROL, Istanbul.

■ 70 denier filament nylon yarns, semi or dull, untwisted on cones, first or substandard quality; 60 denier 12 filaments 300 tpm nylon yarns, semi or dull, same. Import license no. 1701. $10,000.

■ 60 deniers 12 or 18 filaments nylon yarns, natural, semi-dull, untwisted, on cones, first or substandard quality; 70 denier 17 filaments nylon yarns natural, semi-dull, untwisted, on cones, first quality. IL#1702. Amount $6,930.

■ 60 deniers 13 filaments nylon yarns semi dull, untwisted on cones, first quality, 30 denier, same. $11,500. IL#1698.

All the above are for PA#277-540-901-356-3224. Limited world-wide (901). Bid deadline July 17. Samar Carasi, Tahtakale Billur Han 19, Istanbul. Cable: CERKAVE, Istanbul.

■ **VIETNAM**—Polyvinyl chloride resin for making compound in crystal clear grade, 80 mt. Offers will be reviewed on c&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of

Commerce, 59 Gia Long, Saigon. Limited worldwide (901). Bid deadline July 22. Ufiplastic Cong Ty, 4 Thi Sach, Saigon.

■ Polyethylene, for general purposes, 110,000 lb. Limited worldwide (901). Bid deadline July 22. Vietnam Industrial Corp., 57 Le Quoc Hung, Saigon. Offers on c&f basis only. Fob and freight costs indicated separately. U.S. flag vessels. Copy of offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon.

283 Drugs

★★ FRANCE—Trade Mission

Pharmaceutical-ethical products desired by manufacturer of like products. Laboratoires Latema, 11 bis, rue Balzac, Paris 8. WTD 10/18/62 I.R. 305.

Pharmaceutical products U.S.-made desired by manufacturer of same products. Societe d'Etudes et de Participations O.H.F. 4, rue Rabelais, Asnieres (Seine). I.R. 330.

Pharmaceuticals desired by manufacturer of same to supplement current products, possibly to manufacture under license. Laboratoires Dedieu, S.A., 80 rue Delord, Bordeaux. I.R. 79.★

U.S. pharmaceutical products sought by French manufacturer in like line desiring to represent same. Laboratoires Genneau, 5 Rue Duluc, Bordeaux. I.R. 19.

Pharmacist wants to import U.S. pharmaceuticals of all types. Laboratoires Lucinia, 154 bis rue Breteuil, Marseille 6eme. WTD 3/14/61 I.R. 192.

■ **PAKISTAN**—Antacids, laxatives; sedatives, tonics; vitamins; analgesic substances, list of 21 items, large quantities. Loan no. 391-H-056. U.S. source. Bid deadline August 15. R.K. Mazumder & Co., (Pak), Ltd., Narayangonj, E. Import license no. 186237.★

■ Benzoate of soda, hypophosphate of lime, cherry laurel, morphine hcl, extract of aconite, vitamins, flavoring, carmin, 65 items. Loan no. 391-H-056. U.S. source. Bid deadline July 16. A.G. Fazul Ellahie & Co., Ltd., Wood St., Karachi 2. Cable: CHUNU, Karachi. S/A no. RM 042416. Amount $11,088. C&f.★

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

BELGIUM—Perfume, beauty products; "brand" name; cleaning products. Direct purchase, exclusive agency. Ets. Jean Laporte, (importer, wholesaler), 2a Statiestraat, Kortrijk. WTD 6/4/63.

FRANCE—Industrial cleaning products; requests replies in French. Direct purchase and agency. Le Revetement Synthetique, (manufacturer, wholesaler, importer), 1 rue Villaret de Joyeuse, Paris 17e. WTD 12/3/62.

★★ FRANCE—Trade Mission

Manufacturer of household brushes wishes to import a line of household cleaning products for distribution through retailers handling brushes, related lines. Brosserie Phoceenne, 14 Impasse Teissere, Marseille, 14. I.R. 166.

Wishes to represent U.S. toiletries, perfumes, lipstick, hair spray, nail polish or pharmaceuticals manufacturers. M. Rougier, Le Grand Balcon, Bat. C, rue Gagliardo, Marseille 7eme. NCIA I.R. 196.

Cutting oils for margarine, soap fabrication, also soluble oils, sulfurized oils, castor oil, sulfone oils desired by wholesaler of animal and vegetable greases, oils. Cie, Francaise de Courtages et de Commissions, 16, rue des Huissiers, Paris. I.R. 248.

Cosmetics manufacturer wants to import U.S. cosmetics to sell in France under license or agency agreement with U.S. manufacturer. Vitalia, 3 rue Lalande, Paris 14. WTD 5/24/63 I.R. 250.★

Aerosol-packaged products such as spray starch, spray polishes, sought by manufacturer of household dyes, cleaning, polishing products to add to own line from U.S.-made products. Interested also in licensing and joint ventures arrangements. Gonnet and Cie, 55 Place de la Republique, Lyon 2. WTD 12/20/60 I.R. 318.

Detergents, cleaning supplies for domestic uses sought by manufacturer/distributor. Felix Pelletier—"Eros," 35 bis, rue Jouffroy, Paris 17. I.R. 368.

MALAYA—Nail polish, lipsticks, roll-on deodorants, cosmetics, men's, women's talcum powders; no soaps or perfumes; new products for Malayan market; requests literature and cif Penang quotations. Tong Aik & Co., (Penang), Ltd., (importer, exporter, wholesaler, retailer, manufacturers' agent, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

QATAR—Face creams, powders. Taj Hotel & General Stores, Prop. Shah Bros., (importer, wholesaler, commission agent), Mushairab Rd., Doha. WTD 9/2/62.

285 Paints, Varnishes, Lacquers, Enamels

★★ FRANCE—Trade Mission

Paint sought by manufacturer's representative from U.S. manufacturers. J. Dubreucq-Perus & Co., 3 rue Emile Verhaeren, St. Cloud (S&O). I.R. 288.

Rust-proofing compounds desired by manufacturer. Metallisation du Sud-Ouest, 224 rue du Jardin Public, Bordeaux. I.R. 81.

Pigments for printing ink, paint, rubber, plastic, paper industries for distribution in France by importer. Etablissements B. Rossow & Cie, 9 BD. Des Italiens, Paris 2e. I.R. 253.

$100,000 worth of aerosol paint bombs yearly can be used by French importer if U.S. manufacturer can deliver at reasonable prices. Herald, S.A., 8, rue de la Michodiere, Paris 8. WTD 3/27/63 I.R. 269.

Firm which manufactures floor coverings is interested in importing rust inhibitors for industrial, domestic use. Also interested in chemical specialities such as ice melting compounds, acid, alkali-resistant paint, other anti-rust chemicals for industrial use. Cie Industrielle de Materiaux et Enduits, 56 Avenue de la Timone, Marseille. I.R. 118.

Import-export house interested in becoming a representative for U.S. printing inks, paints. Societe Francaise de Commerce, 86 rue St. Jacques, Marseille, 6. I.R. 119.

Wishes to represent U.S. paint manufacturers, as well as paint accessories producers. Especially interested in importation of marine paints. Entreprise eGnerale de Peinture, 2 rue Vincent-Leblanc-Marseille. I.R. 145.

287 Agricultural Chemicals

★★ FRANCE—Trade Mission

Large manufacturer of chemical products seeks agricultural insecticides for distribution in France. Compagnie Bordelaise des Produit Chimiques, 28 Place Gambetta, Bordeaux WTD 1/1/61 I.R. 98.★

289 Chemical Products

ECUADOR—Adhesives for applying plastic tiles to walls; those applicable to wood plaster, cement, other surfaces; requests catalogues, price quotations. Plasticos Dalmau, (manufacturer), Apartado 2287, Quito. WTD 5/15/62.

FRANCE—Anti-corrosion products; requests replies in French. Direct purchase and agency. Le Revetement Synthetique, (manufacturer, wholesaler, importer), 1 rue Villaret de Joyeuse, Paris 17e. WTD 12/3/62.

★★ FRANCE—Trade Mission

Polystyrene. S.E.R.D.I.C., 39 Crs. Pierre-Puget, Marseille. I.R. 127

MALAYA—Liquid adhesive material for adhering decorative plastic laminated sheets to wood, wood panelling, veneers to flat surfaces, plastic floor tiles to wood, cement floors. Guan Kongsi, (importer), P.O. box 248 or 238-240 Beach St., Penang. WTD 5/16/63.

291 Petroleum Refining

★★ FRANCE—Trade Mission

Large manufacturer-wholesaler desires wide variety of lubricating oils for cars and industry; also seeks exclusive representation in France of these products. Has import license for 7,000 t. of oil per yr. (HAFA) Huilerie Automobile Franco-Americaine, 158 Avenue St. Vincent-de-Paul, Dax (Landes). WTD 10/1/62 I.R. 84.

Wholesaler of lubricating oils for cars interested in importing 500 t. of lubricating oil for autos per year, various wgts. Union Industrielle des Lubrifiants, 20 rue Dieude, Marseille, 6. I.R. 117.

MOROCCO—Parafin for manufacture of candles; requests replies in French. Compagnie Marocaine des Bougies "Aam Elkhir," (manufacturer), 42 Boulevard de la Resistance, Casablanca. WTD 6/11/63.

295 Paving, Roofing Materials

★★ FRANCE—Trade Mission

Manufacturer of asphalt siding, roofing desires to purchase asphalt siding, roofing. Wants c.i.f. prices Le Havre, desires samples of a quality product. Omnium Francais Industriel & Commercial, 38 rue St. Ferdinand, Paris 17 e. WTD 5/22/63 I.R. 213.

300 Rubber Products

ITALY—Rubber overshoes, floating rubber or plastic mattresses, pleasure boats, rubber caps. Successori Sorelle Adamoli, (retailer), Via del Plebiscito 103-106, Rome.

302 Rubber Footwear

★★ FRANCE—Trade Mission

Shoes of all kinds, ladies', men's, children's, infants' leather, plastic, rubber work; dress shoes of all kinds. Basco S.A., 24 rue Flegier, Marseille, 1er. I.R. 112.

306 Fabricated Rubber Products

★★ FRANCE—Trade Mission

Rubber products—especially new rubber articles sought by manufacturer/distributor. Also interested in glues and adhesives, particularly those with a rubber base, specialty chemicals, i.e. epoxy. Turover, 24 rue Gabrielle-Josserand, Pantin (Seine). WTD 6/4/62 I.R. 324.

MALAYA—Foam rubber brassiere pads,

prices, small rubber cuttings requested; cif Penang quotations preferred. Tong Aik & Co., (Penang), Ltd., (importer, exporter, wholesaler, retailer, manufacturer's agent, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

307 Plastics Products

BAHRAIN—Plastic housewares. Kewalram & Sons, (importer, retailer, re-exporter, wholesaler), Bab Al-Bahrain Rd., P.O. box 84, Bahrain. WTD 3/24/63.

FRANCE—Plastic bottles; requests replies in French. Direct purchase and agency. Fred Vauthier & Cie, (trader), 82 ave de Wagram, Paris 17e. WTD 2/5/63.

All types of flexible plastic sheets. Direct purchase and agency. S.A. Dofan, (manufacturer, importer, wholesaler), 14 Place Bonsergent, Paris 10e.

★★ FRANCE—Trade Mission

Plastic housewares of non-rigid type; plastic contact wall; import film, printed plastic products desired by importer. Nlle. Ste. Extensa, 7, Cite d'Hauteville, Paris 10. I.R. 371.

Plastics housewares for resale in France desired by manufacturer of household products. Etablissements Joyaux, Avenue de Bourranville, Merignac (Gironde). I.R. 75.

GERMANY—Disposable beer bottles made of plastics. Rheinischer Maschinenhandel Ernst Reuffer, (wholesaler), 5 Parkstr., Neuss/Rhein. WTD 10/19/62.

310 Leather, Leather Products

★★ FRANCE—Trade Mission

Manufacturer of leather goods seeks to purchase all types of leather, leather skins for linings, synthetic materials for manufacture of leather products. Granier-Lizarritury, 12 rue Galibert-Ferret, Mazamet, Tarn. WTD 5/1/63. I.R. 124.

QATAR—Belts, shoes. Taj Hotel & General Stores, Prop. Shah Bros., (importer, wholesaler, commission agent), Mushairab Rd., Doha. WTD 9/2/62.

311 Leather Tanning, Finishing

★★ FRANCE—Trade Mission

Manufacturer of ladies coats wishes to import lamb skins to be used for collars on coats. Couture Rosy, 8 rue Francis-Davso, Marseille. I.R. 180.

■ **TURKEY**—USA wetsalted packer steer croupons, cut from cattlehides, weighing 50 lb., and over at 43/44%, plump free of bellies, shoulders, average 36/38 lb., 10% seconds and 10% grubs. PA#277-4701-000-356-3001. U.S. source. Bid deadline July 15. Ahmet Sukru Yucel, Nedim Yucel ve Ortaklari Adi Komandit Sti Carsikapi Cad. No. 40/42, Istanbul. IL#001677. Amount $20,000.

313 Boot, Shoe Cut Stock, Findings

★★ FRANCE—Trade Mission

Reconstituted leather, other newly developed materials, furnishings for use in the manufacture of shoes desired from U.S. manufacturers by shoe manufacturers' representative who desires exclusive agency for southwest France. Jack Graells, 45-51 Rue Saint Francois, Bordeaux. I.R. 53.

Wishes to represent large U.S. firms manufacturing synthetic leather or similar products used in manufacture of women's shoes. A. Tempier & Fils, 46 rue Breteuil, Marseille 6. I.R. 188.

314 Footwear, except Rubber

★★ FRANCE—Trade Mission

Shoes of all kinds, ladies', men's, children's, infants' leather, plastic, rubber, work, dress shoes of all kinds. Basco S.A., 24 rue Flegier, Marseille, 1er. I.R. 112.

317 Handbags, Personal Leather Goods

MALAYA—Imitation leather wallets, billfolds for men; literature, price lists requested; cif Penang quotations preferred. Tong Aik & Co., (Penang), Ltd., (importer, exporter, wholesaler, manufacturer's agent, retailer, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

321 Flat Glass

■ **VIETNAM**—Plain window glass sheet, quality b, thickness 2 mm. (16 oz.) and 5 mm. Various sizes, quantities. Limited worldwide (901). Bid deadline July 22. Ets. Hop Ky, 999 Tran Hung Dao, Cholon. Offers on C&f basis only. Fob and freight costs separately. Freight 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon.★

■ Plain window glass sheet, quality b, thickness 5 mm. and 3 mm. (24 oz.), various sizes, quantity of cases. Limited worldwide (901). Bid deadline July 22. Tan Hung, 29 Hong Bang, Cholon. C&f only. Fob and freight costs separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon.★

322 Glass, Glassware, Pressed or Blown

FRANCE—Glass containers, jars for liquids, pastes, granules; also accessories such as dispensers, dosing caps, tight caps; requests replies in French. Direct purchase and agency. Fred Vauthier & Cie, (trader), 82 ave de Wagram, Paris 17e. WTD 2/5/63.

PORTUGAL—Domestic cooking, kitchen glassware; requests catalogues, price lists from manufacturers only. Chaves & Feist, Lda., (importer, distributor, sales agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

325 Structural Clay Products

SAUDI ARABIA—Glazed tiles, cement tiles; requests c&f Damman quotations via air mail. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. WTD 12/26/61 on parent company Ahmad & Muhammad Salih Kaki.

330 Primary Metal Industries

PAKISTAN—Mild steel black sheets; tool steel; electrical steel sheets; steel bars; stainless steel bars, sheets for cutlery, surgical instruments; ingots of zinc, copper, brass; copper, aluminum sheets; brass tubes, sheets, pipes; seamless water pipes; cast iron pipes; galvanized pipes 4"-10" dia. Direct purchase and agency. Vulcan Industries, Ltd., (importing distributor), Dayal Singh Mansion, P.O. box 404, The Mall, Lahore.

331 Steel Mill Products

● **BURMA**—Galvanized corrugated sheets, 28 bwg, 1000 lt.; 32 usg, 5,000 lt. Galvanized plain sheets, 26 usg & 28 usg, 500 lt. Tender no. GI/62/CS (62-63), bid deadline July 15. The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon. (Telephone: WORTH 7-2363).

■ **CHINA**—Hot dipped coke tiplate waste waste, tin coating, 1.25 lb. 18"x24" and larger, 75/107 lb., base wgt., assorted to size and base weight in original Bethlehem mill packing, 24,999 kg.; electrolytic tinplate waste waste, from bright production, 1.00 lb. coating one side, 0.25 lb. coating reverse side, and/or 1.35 lb. coating one side, 0.25 lb. reversed 18"x24" and larger, 75/100 lb. base wgt., unassorted, in original mill export metal containers, 50,000 lb. Lein Ya Trading Co., 3 Lane 46, Chungking N. Rd., Sec. 2, Taipei.

■ Coke tinplate waste waste, 1.25 lb. coating, 18"x24" and larger, 75/100 lb. base wgt., unassorted, packed in original skid, 100,000 lb. Hwalung Hong Trading Co., Ltd., 194 Kun Ming St., Taipei.

Both the above are for PA#484-660-000-253-3217. U.S. source. Bid deadline July 14. Reference No. 065.

ENGLAND—Steel poles for street lighting, telephone use; to be delivered in Pakistan. Mr. M. F. Billimoria, (manufacturers' representative), 10/D Sidmouth Parade, Brondesbury Park, London, NW. 2.

■ **INDIA**—Medium carbon steel for tipped tools; medium carbon steel for cutters. Various sizes and quantities. Quotations should conform to Metric Standards. cif. Indian port. Earliest date of shipment to be mentioned in quotation. Loan no. 217. U.S. source. Bid deadline July 15. Sandvik Asis, Ltd., Bombay Poona Rd., Poona 3. Cable: COROMANT, Poona. Ref. no. DC/217/BDL/17. IL#DL/55/821/03201/0014.★

■ Steel sheets, 8'x3' to sae 1010, 1015, 1020, c.r.s. and h.r.s. Total 36,230 kg. Loan no. 386-H-062. U.S. source. Bid deadline July 15. Gabriel India, Ltd., S. 304, Agra Rd., Mulund, Bombay 80-NB. Import license no. DL/55/51/03101/0032.★

■ **PAKISTAN**—Flat rolled electrical steel sheets; flat rolled electrical steel coils; steel flat, cold rolled, carbon sheets, various sizes, quantities; carbon steel plates; seamless cold drawn low carbon steel tubes, strips; cold rolled steel sheets, bars; strips. Loan no. 391-H-056. U.S. source. Bid deadline July 22. Siemens Pakistan Engineering Co., Ltd., Ilaco House, Victoria Rd., Karachi. Import license no. 251186. Amount $140,133.★

■ **TURKEY**—Electrolytic tinplate waste waste, assorted to size and gauge, 18"x24" and larger, 107 lb. and lighter in original mill export packing. $10,000. C&f. Sotiri Cobanoglu, Vefa Muhaddis Sokak No. 4, Instanbul. Import license No. 1697.

■ Electrolytic tinplate waste waste assorted to size and gauge, 80/107 lb. base wgt., 18"x24" and larger, or electrolytic tinplate cobbles, 0.25 coating bright finish 18"x24" and larger, 107 lb., and lighter, unassorted in original mill packing. $5,000. C&f or cif, Istanbul. IL #001675. Bahar Koll. Sti. Yako Bahar ve oglu Binyamin Bahar, Tahtakale Malburlar Caddesi No. 357, Istanbul.

Both the above are for PA#277-660-901-356-3226. Limited worldwide (901). Bid deadline July 17.

■ Electrolytic tinplate waste waste, assorted to one size and gauge per skid, bright finish, soft temper, all size 20"x28" and larger, max. three sizes, base wgt. 70/107 lb., wrapped in metal

containers for export. PA#277-660-901-356-3226. Limited worldwide (901). Bid deadline July 15. Ismail Tuzman, Galata, Balikpazari, Kardesim sokak No. 35, Istanbul. IL#001689.

■ **VIETNAM**—Wire rod, 5, 6, 7 mm., 900,570 and 330 mt.; galvanized wire (iron), aswg 12 and 13, 300 mt. Limited worldwide (901). Bid deadline July 22. Ets. Hoang Kim Quy, 111-113 Ham Nghi, Saigon. Offers on c&f basis only. Fob and freight costs to be indicated separately. 100% U.S. flag vessels. Copy of each offer to be sent to the Director, General of Commerce, 59 Gia Long, Saigon.

333 Primary Smelting, Refining of Nonferrous Metals

■ **PAKISTAN**—Synthetic enamelled copper wire, with heavy or triple/quadruple covering, 21 and 24 swg, $5,250, c&f Karachi. Loan no. 53. U.S. source. Bid deadline July 16. The Climax Engineering Co., Ltd., G.T. Rd., Gujranwala, W., Cable: CLIMAX, Gujranwala. S/A no. RM 040641.

■ Electrolytic copper ingots, 99.9 purity, $5,670. Loan no. 391-H-056. U.S. source. Bid-deadline July 13. M/s. Atta Ullah and Sons, O/s Sheikhupura, Gate, Gujranwala. IL#206-897. Purchasers no. K-15032.

334 Secondary Smelting, Refining of Nonferrous Metals

★★ FRANCE—Trade Mission

Stainless steel in strips, sheets. M. Paul Bres, 108 Bld. de Pont-de-Vivaux, Marseille. NCIA I.R. 199.

335 Rolling, Drawing, Extruding of Nonferrous Metals

● **INDIA**—Supply, installation of 220 kv. oil-filled cables, estimated to cost approx. $315,-000. Tender No. KEL/11/c-6, bid deadline August 5. Chief Engineer, Koyna Hydro Electric Project, Mercantile Bank Bldg., Mahatma Gandhi Rd., Bombay. Tender forms and specifications obtainable from that authority at $10.50 per set, plus air mail postage of $8.50. (Telephone: WOrth 7-2162).

■ **PAKISTAN**—Lead ore, packing 25 k.; refined tin ingots, usual packing $2,940. Loan no. 391-H-056. U.S. source. Bid deadline July 15. Abdul Razak Abdul Kader, Fulara Mansion, Jodia Bazar, P.O. box 4041, Karachi 2, Cable: WELLKNOWN, Karachi.

339 Primary Metal Industries

★★ FRANCE—Trade Mission

Aluminum, iron, tin sheet for making canister sets, other products desired by manufacturer of household articles. Masilly Usine Metallurgique, Masilly (Saone et Loire). WTD 5/22/63 I.R. 256.

Steel, iron products desired by importer for industries of steel, iron, refractory, hard metal, chemical. Also desires pure iron oxide, titanium dioxide. Pierre Bap et Cie., 17. rue Eugene Delacroix, Paris 16. WTD 5/22/63 I.R. 244.

Distributor of metal, ferro-alloys wishes to import from U.S. similar products as well as castings used in the aeronautical industry, equipment used in the heat-processing industry (ovens). H. Champin Co., 25, rue d'Astorg, Paris 8. I.R. 242.

342 Cutlery, Hand Tools, General Hardware

★★ FRANCE—Trade Mission

Hacksaw blades for metal work; high-quality pliers for electronic, radio work desired by importer. S.O.A.M.E.T., 68, avenue Parmentier, Paris 11. WTD 6/5/61 I.R. 297.

Hand tools, implements sought by importer wishing to represent U.S. manufacturer. Pachod Freres & Cie., 16 Avenue Marechal De Saxe, Lyon (Rhone). I.R. 433.

Chrome towel bars, soap dishes; cabinet hardware such as knobs, pulls, catches, for kitchen, bath cabinets desired by factory agent. Victor Mechoulan, 102 Quai des Chartrons, Bordeaux. WTD 1/1/61 I.R. 40.

Manufacturer-wholesaler wishes to buy garden tools, supplies; power mowers, housewares, portable powered (gas or electric) insecticide dusters, hand pruners; hand saws; high-styled plastic houseware, plastic garden hose, towel bars, soap dishes, paper holders in chrome, wire shoe racks, skirt hangers, blouse hangers. Etablissements Henri Petit, 22 rue Antoine-Monier, Bordeaux-Bastide, Gironde. WTD 1/1/63 I.R. 22.

Garden tools, household equipment either on a direct or exclusive representation basis sought from the U.S. by importer. Bourguet-de Clausade et Cie., 22, rue de l'Arvade, Paris 8. WTD 5/22/63 I.R. 266.

Hand tools manufacturer desires to purchase from U.S., hand tools, small to medium size metal working tools, (including electrically operated), (not machine tools such as lathes); could possibly lead to manufacture under license, and for re-export to other countries. Virax Ets. Metivier-Lang, 54 Ave. Philippe-Auguste, Paris 11. WTD 1/20/61 I.R. 247.

GERMANY—Implements for use in gardens, plant, flower nurseries, such as spades, rakes, shears, pruning shears, forks. Igros Gross-Einkaufsgesellschaft fuer Eisenwaren, Hausrat u. Elektro mbH, (purchasing organization), 28 Mozartstr., Koeln. WTD 10/19/62.

Woodworkers' tools, hammers, saws, pliers, planes, files. Igros Gross-Einkaufsgesellschaft fuer Eisenwaren, Hausrat u. Elektro mbH, (purchasing organization), 28 Mozartstr., Koeln. WTD 10/19/62.

PORTUGAL—Small household gadgets; requests replies from manufacturers only with catalogues and price quotations. Chaves & Feist, Lda., (importer, distributor, sales agent), Rua dos Fanqueiros 91-3°, Lisbon 2. WTD 10/17/62.

343 Heating Apparatus (except Electric), Plumbing Fixtures

★★ FRANCE—Trade Mission

Requests exclusive sales agency and/or distributorship for U.S. manufacturers of domestic, commercial heating, air-conditioning equipment. Radio-Menage, 220 Avenue de Toulon, Marseille, 10. NCIA I.R. 101.

Requests sales agency or distributorship in France for U.S. manufacturers of all types of oil burners for furnaces, ovens, generators, foundries, boilers. Pillard Freres & Cie., 60 Cours Pierre Puget, Marseille, 6eme. I.R. 193.

Manufacturer of oil, gas burners, warm air furnaces seeks licensing agreements or distribution arrangements with U.S. manufacturers of heating, air-conditioning equipment. Ste. Nlle. Dieny & Lucas, 223 bd. Pereire, Paris 17. I.R. 362.

344 Fabricated Structural Metal Products

★★ FRANCE—Trade Mission

Interested in representing and/or purchasing prefabricated homes, summer houses of steel or aluminum, but not wood. Arondo-Steel, Domaine La Denise, Puyricard, B.D.R. I.R. 141.

● **GREECE**—Design, supply, erection of natural draught hyperbolic cooling tower for the "Ptolemais S.E.S.-III Unit" for use with a 125 mw. steam turbine. Estimated cost $1 million. Tender No. DMPM-188, bid deadline August 8. Public Power Corp., (PPC), 30 Chalkokondyli St., Athens. One copy of specifications available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

351 Engines, Turbines

★★ FRANCE—Trade Mission

Stationary industrial engines—diesel, gas—sought from U.S. manufacturer for representation by importer. Pachod Freres & Cie., 16 Avenue Marechal De Saxe, Lyon (Rhone). I.R. 433.

352 Farm Machinery

★★ FRANCE—Trade Mission

Large manufacturer of power cultivators seeks agency for U.S. manufacturers of small agricultural implements, i.e., fertilizer spreaders, rotary cutters, mowers, shredders, irrigation equipment. Interested also in licensing agreement with U.S. manufacturers for assembly or manufacturing these in France. Staud Co., 25 Bld. de Verdun, Courbevoie. WTD 2/15/63 I.R. 246.

Farm equipment, wide variety, U.S.-made, technologically advanced, desired by wholesaler who wishes to become agent for products, such as: sprinkling equipment (pipes, heads and valves), electric saws, small tractors, smoke makers, barn heaters. Etablissements Ducos, 185 Boulevard de la Republique, Agen, Lot et Garonne. WTD 5/19/52 I.R. 58.

Manufacturer of agricultural machinery wishes to become exclusive agency for rotary tillers. Razol Co., Rue Labruyere, Tonneins, Lot et Garonne. I.R. 93.

Contacts desired with manufacturers and/or suppliers of farm machinery including hardware products with view towards exclusive basis representation. Claude Luro, 50 Residence d'Aspin, Paul, Basses Pyrenees. I.R. 94.

Wishes to import small agricultural equipment; power diggers, cultivators, clippers, planters, garden tools, on a direct basis or act as a representative. Marcel Imbert, 3 rue Lafayette, Marseille. I.R. 176.

SYRIAN ARAB REPUBLIC—Secondhand equipment as follows: case tractors in off-farm condition but in good running order; drilling machines for sinking wells; agricultural press drill with 24 & 28 discs; wild level disc harrow with seed box; 21-28 & 35 discs; 3 furrow trailer, mounted ploughs; tool carriers for tractors with and without wheels, subsoiler 30"; fifth wheel couplings for trailers, heavy duty type, weight 600 lb. king pin dia. 4½". Diran D. Manuelian, (importer), P.O. box 677, Aleppo.

TURKEY—Agricultural motorized knapsack mist, insecticide sprayers. Aksa Kollektif Sir-

keti-Nazmi Akin ve Seriki, (importer), Muhurdarzade Han No. 318, Sirkeci, Istanbul. WTD 3/26/63.

353 Construction Machinery

BAHRAIN—Oil field equipment, supplies. Technical Services & Supply Co., (Arabian Gulf), Ltd., (importer, retailer, wholesaler, commission agent), c/o Ottoman Bank, Abu Dhabi, Bank of Bahrain, P.O. box 106, Manama. WTD 4/1/63.

ENGLAND—Mechanical handling equipment. Direct purchase and agency. British Aluminium, Ltd., (manufacturer), Norfolk House, St. James' Sq., London SW. 1.

★★ FRANCE—Trade Mission

Conveyor systems, material handling equipment (for industry and agriculture). Manufacturer desires agency and/or licensing agreement with U.S. manufacturer in same line. C.I.V.A.L., 108 Rue Ste. Maur, Paris XI. WTD 5/22/63 I.R. 228.

Industrial construction machines, earth moving equipment, derricks, oil fired steam cleaners, dumpers, pumps, cranes, concrete and cement mixers, any other products useful in civil or public works construction desired for exclusive representation in France. S.E.M.I.A., 20 Rue des Allemandiers, Bordeaux. WTD 2/1/63 I.R. 52.

Road-building, repairing equipment manufacturer seeks equipment for road work, cutter line for road construction like asphalt patchers, salt and sand road spreaders. Signalisation Moderne Autoroutiere "SMA," 21-23 rue Jules-Ferry, Courbevoie (Seine). WTD 5/22/63 I.R. 271.

Oil field equipment manufacturers wishing to be represented by French manufacturer, please contact: Societe d'Etudes Petrolieves, 6 Ave. Franklin–Roosevelt, Paris 8. I.R. 283.

Used public works equipment such as grading equipment, earth moving, fork lifts heavy duty, cranes, road building for asphalt, cement, special trucks, trenching equipment for resale to other countries as well as France. Also seeks to represent new equipment in same categories. Terigi (Chantiers Equipment de Guyenne), 163 rue Camille Godard, Bordeaux. WTD 12/11/61 I.R. 10.★

Heavy construction machinery used in building industry desired from U.S. manufacturers with view towards sales representation or licensing arrangement in France. Specific interest in lifting, hoisting, pulling, handling, equipment for industrial service. Buzzichelli, 8 rue Bayard, Toulouse, Haute Garonne. WTD 4/1/63 I.R. 97.

Seeks U.S. public works equipment new and used and/or U.S. rental firm on a licensing arrangement basis for rental company in France. Societe Armoricaine de Transports Automobiles "Sata," 56, rue de Rome, Paris 8. WTD 5/22/63 I.R. 232.

Agent of waterproofing materials, contracting supplies wishes to represent U.S. firms which produce masonry saws, automatic cement trowels, vibrators for industry. Wolff, Jean, 1 rue Reine-Elisabeth, Marseille. I.R. 163.

Steamship agent, operating stevedore wishes to represent U.S. stevedoring equipment; fork lift trucks, cranes, trucks, other materials handling equipment. Agence Maritime Generale, 102 rue de la Republique, Marseille. I.R. 181.

● **MOROCCO**—Three (3) fork lifts, capacity, 1,500 kg., 3,000 kg. and 5,000 kg. respectively; two (2) self-propelled cranes, capacity 2,500 kg. Bid deadline July 30. Monsieur le Directeur de la Compagnie du Port de Mohammedia, Mohammedia. Specifications in French.★ (Telephone: WOrth 7-5589).

SAUDI ARABIA—Overhead travelling cranes up to 15 tons; requests C&F Dammam quotations via airmail. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. WTD 12/26/61 on parent company Ahmad & Muhammad Salih Kaki.

● **REPUBLIC OF SOMALIA**—Worldwide invitation for two mobile cranes and two lifting bogies with forks. Copies of specifications will be airmailed to interested parties on receipt of $7.03. Bid deadline July 24. Department of Public Works, Ministry of Public Works and Communications, Mogadiscio.

● **THAILAND**—Bid No. PP-1-1: for 3-120 hp. tractors with cable operated dozers; 5-120 hp. tractors with hydraulic operated dozers; 2-100 hp. motor graders; 5-9 cu.yd. motor scrapers; 2 dd. sheepfoot rollers; 3 wing type ditchers, Bid No. PP-1-2: 2½ cu.yd. crawler draglines; 1¾ cu.yd. truck carrier mounted diesel crane-dragline combination unit. Bid No. PP-1-3: 5-4x4 field jeeps, 3900 #g.v.w.; 6-4x2 flat bed trucks, 19000 #g.v.w.; 2-4x4 flat bed trucks, 19000 #g.v.w.; 1-4x4 service truck equipped with tools, lube, welder, 19000 #g.v.w.; 2-chassis-cab trucks, 21000 #g.v.w. Bid No. PP-1-4: 2-motor injectors (80 # tank); 8-45 # rock drills; 6-75 # paving breakers; 6-backfill tampers; 8-2½" gasoline driven concrete vibrators; 4-10 cu.ft. concrete mixers; 4-7 cu.ft. concrete mixers; 1-4" sludge pump; 2-4" diesel driven self-priming pumps; 1-6" diesel driven self-priming pump; 2-210 cfm air compressors; 2-365 cfm air compressors; 6-5 kw. diesel generators. Bid No. TCP-1-1: 2-230 hp. tractors, dozers; 6-120 hp. tractors, cable dozers; 20-120 hp. tractors, hydraulic dozers; 6-100 hp. motor graders; 10-9 cu.yd. motor scrapers; 4-dd. sheepfoot rollers; 4-self-propelled pneumatic tired rollers; 20 wing type ditchers. Bid No. TCP-1-2: 4¾ cu.yd. truck mounted backhoes, telescopic booms; 3¾ cu.yd. diesel crawler mounted backhoes, telescopic booms; 3¾ cu.yd. diesel crawler mounted dragline-backhoe combination; 5¾ cu.yd. diesel, truck mounted dragline-crane combinations; 51½ cu.yd. crawler draglines; 8-units, suction dredger. Bid No. TCP-1-3: 10-4x4 field jeeps, 3900 #g.v.w.; 4-station wagons, 4500 #g.v.w.; 14-4x2 flat bed trucks, 19000 #g.v.w.; 4-4x4 flat bed trucks, 19000 #g.v.w.; 1-4x4 truck with mobile repair shop body and equipment; 4-4x4 trucks with tools, lube and welding equipment, 19000 #g.v.w.; 4-chassis-cab trucks, 21000 #g.v.w.; 1-combination tractor and 25-ton low flat bed semitrailer. Bid No. TCP-1-4: 1-crankshaft grinder; 1-turret lathe; 1-horizontal boring machine; 5-400A electric arc welders; 1-automatic submerged arc welder; 1-water dynamometer; 1-vertical flam hardening machine; 1-indication melting furnace; 3-electric hoists; 1 lot service tools for gas and diesel engines, cars and trucks; 1-15 ton motor truck dial scale. Mid No. TCP-1-5: 8-motor injectors, (80 liters tank;) 8-45 # rock drills; 8-75 # paving breakers; 32-2½" gasoline driven concrete vibrators; 8-7 cu.ft. concrete mixers; 4-210 cfm air compressors; 4-4" sludge pumps; 8-5kw. diesel generator sets; 10-300 amp arc welders; 2-75 hp. outboard motors; 2-150 hp. tugboat engines; 1 lot steel plate and angles of various sizes. Bid deadline July 17. The Royal Irrigation Dept., Samsen, Bangkok.

354 Metalworking Machinery

BRAZIL—Machinery for centrifugal manufacture of street light posts, 48 ft.-long one piece, hollow core, external dia. 10 to 24", machinery must be for horizontal operation in manufacture. Estacas Benacchio S.A., (manufacturer), Largo Sao Francisco 34, 12° andar, Sao Paulo. WTD 6/3/63.

ENGLAND—All types of new, used machine tools. Direct purchase and agency. Welling & Welling, Ltd., (importer, sales agent), 4 Francis St., London SW. 1.

Machinery, machine tools, production equipment (except heavy machinery). Getz Bros. and Co., Inc., (international merchant), 3 Harewood Pl., London W. 1.

GERMANY—Metalworking tools: milling, drilling, reaming, threading tools; tool bits; calipers. Hoffmann-Werkzeuge, (wholesaler, importer), 44 Schwanthalerstr. 44, Muenchen 15.

HONDURAS—Machinery for small iron rolling mill, to produce 5,000 tons of reinforcing steel bars annually. Banco Central de Honduras, Tegucigalpa, D.C.

INDIA—Supply of measuring instruments for machine tool project; list and specifications available on loan basis from BDSA-111, Rm. 4317, Department of Commerce, Washington D.C. #20230 (Telephone: WO 7-4674); requests replies from manufacturers only with price quotations. Hindusthan Gas and Industries, Ltd., (manufacturers), 36 Ganesh Chandra Ave., Calcutta 13. WTD 8/3/62.

■ **PAKISTAN**—½, ¾, 0.95, 230 v., single phase, 50 cycle, 1425/1450 R.P.M. capacitator; motors; spare parts; saw band section; saw gin saws. $5,040. Loan no. 53. U.S. source. Bid deadline July 15. Sind Gin Store Co., Station Rd., Hyderabad, W., S/A no. RM 036853.★

■ Cutter, simplex type, high speed, sheeting, counting, piling unit of 70" trim width, spares. Loan no. 391-H-056. Bid deadline July 17. Karnaphuli Paper Mills, Ltd., Post: Chandraghona, Chittagong Hill Tracts, E. C&f Chittagong. Import license no. 183470.★

355 Special Industry Machinery

BRAZIL—Equipment for the manufacture of caustic soda (solid). Sabir Industria Quimica, Ltda., (manufacturer), Avenida Ipiranga 795. 4° andar, Sao Paulo. WTD 6/6/63.

ECUADOR—Sugar mill, five roller type, small capacity, motor powered or by hydraulic process, approximately 2,000 l. of sugar cane juice per hr.; requests catalogues or other illustrated material. Agustin Felix, (manufacturer, agriculturist), Calle Orellana 415, (P.O. box 101), Quito.

Cement machinery for the manufacture of cement tubing in dimensions ranging from 10 cm. (3.937 in.) to 60 cm. (23.622 in.) in dia. x 100 cm. (3.28 ft.) in length; daily capacity from 80 to 100 units; cement tile finishing (polishing) machinery for tiles 20 cm. (7.874 in.) x 20 cm., up to 40 cm. (15.748 in.) x 40 cm.; small capacity machinery for the manufacture of ornamental cement blocks: 4 cm. (1.575 in.) x 12 cm. (4.724 in.) x 12 cm.; requests illustrated catalogues or other descriptive literature. La Italica, (manufacturer), P.O. box 178, Riobamba.

ENGLAND—Chemical plants. Direct purchase and agency. Mr. B.K.G. Hose, East Anglia Plastics, (India), Ltd., (engineer), 52 Brook St., London, W.1.

FRANCE—Food processing, canning machines; requests replies in French. Union Export, (manufacturer), 57 rue de Rivoli, Paris 1er.

Canning machines, equipment; requests replies in French. Societe Cooperative Agricole Roussillonnaise des Conserveries de Saint-Mamet, (manufacturer), Saint-Esteve, (Pyrenees Orientales).

★★ FRANCE—Trade Mission

Thermal refractory equipment manufacturers wishing to be represented in France, requiring kiln regulating controls, spare parts, please contact: Les Produits Siliceux, 21 Avenue De Tourville, Paris 7 E. I.R. 216.

Shoe-making tools (small labor-saving) of unique and technologically advanced nature to function with plastics, leather, rubber desired by wholesaler supplying shoe manufacturers. Depot de Cuirs et Crepins, 74 rue de Belleville, Bordeaux (Gironde). WTD 1/8/62 I.R. 7.

Small wood-making machines sought by manufacturer of machinery, to extend his line. Avodec, S.A., 27, Grand'rue, Saverne (Bas-Rhin). I.R. 328.

Steel scrap, presses for scrap metal, heavy-duty motor-operated shears desired by wholesaler. Ferrimex, Chantier Ferrimex, Gare St.-Roch, Nice (A.M.). NCIA I.R. 377.

Manufacturer of stuffed toys seeks machine for stuffing animals of various sizes. Opening for smallest toy is five cm. and nozzle must be able to enter this opening. Material used for stuffing is primarily polyethelene scrap. Societe Des Jouets Dany, 110 rue Vielle du Temple, Paris 3. I.R. 415.

Interested in purchasing machinery for manufacture of concrete blocks. So-Ge-Fri S.A., 59 rue de Village, Marseille. I.R. 125.

Wants to represent U.S. manufacturer of printing machinery, and makers of solvents for cleaning type, rollers, blankets, pumps, presses. Lorilleux-Le Franc, 40 Cours Gouffe, Marseille 6. I.R. 178.

GERMANY—Machines, old or new, for processing of rubber or plastic articles. Rheinischer Machinenhandel Ernst Reuffer, (wholesaler), 5 Parkstr., Neuss/Rhein. WTD 10/19/62.

■ **INDIA**—Compact portable aggregate crushing, screening plant, for sand and coarse aggregate sizes 3/16″ to ¾″, and ¾″ to 1½″, capacity 40 tons per hr., driven by electric motors, 440 v., 50 cy., from natural river deposits. Must be available ex-stock, so that it can be shipped immediately to site without loss of time involved in fabrication or erection. Loan no. 141. U.S. source. Assam State Electricity Bd., Shillong, Assam. Ref. no. BP.XI/63/FE/77/6991. Bid deadline July 15.

■ **ISRAEL**—Extra heavy duty link belt, or equal manganese apron feeder, 60″ wide, two pieces mesh; five agitators, continuous operations; neutral slurring mixture. Loan no. 28. U.S. source. Bid deadline July 15. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attn: Mr. N. Nisen. S/A no. IMI. Prices should be itemized to show trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

■ Stephens-Canfield, automatic curbers, three, heavy duty with Wisconsin agn engine, accessories; Smith-Field, automatic curb, gutter machines, one model Mark III-A, complete with mold b, accessories. S/A no. 3750038. Bid deadline July 15.

■ Pressure dye #2 forgings, various sizes, quantities. S/A no. I/L 319386.★ Bid deadline July 20.

Both the above are for loan no. 28. U.S. source. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y., Attn: Mr. M. Hans. Delivery desired by October. Prices should be itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tenders, in duplicate, to buyer.

■ Magnuson, model 602, or equivalent, autocores for onions, including four knives, 100 spare blades, four hydrout covers, 21 conveyor belts with motors, for 380 v., 50 cycles, 3-phase, ac operation. S/A no. 183/148.

■ Cartoning, filling machine with accessories, similar to f.m.c. Corp. Stokeswrap 1000. S/A no. 183/107.

■ Single unit high-speed rotary newspaper press, additional color cylinder, equivalent to Walter Scott and Co., super 70 press. S/A no. 183/160.

All the above are for loan no. 183. U.S. source and worldwide (899). Bid deadline July 20. Government of Israel Supply Mission, 850 Third Ave., New York 22, N.Y. Attn: Mr. M. Hans. Prices should be itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.

MOROCCO—Glass ampule blowing machinery; ampules must be finely tapered at each extremity; requests replies in French. Levy Jacques Pharmacie du Caducee, (importer, wholesaler, retailer), 337 Boulevard Mohammed V, Casablanca. WTD 9/17/62.

NETHERLANDS—Offset machines. N.V. Lichtdrukpapierfabriek "De Atlas," (importer, exporter, wholesaler, agent, manufacturer), Mercuriusweg, Delft. WTD 1/14/63.

■ **PAKISTAN**—Air compressors, ¾ to 10 hp., starter switches; metering pump; hydraulic driven hoisting machinery; pumping equipment; spare parts, accessories. Amount $8,190. Loan no. 391-H-056. U.S. source. Bid deadline July 18. Sadiq Traders, Ltd., Old Currency House, P.O. box 4117., Grant Rd., Karachi. Cable: SEABIRD. IL#242595.★

356 General Industrial Machinery

● **IRAN**—Pumps, six, centrifugal for sulfuric acid, 100 l. per min. at 30 m. head, 2″ connection, electric motor 220 v. 50 cycle. Bid deadline August 11. The Armament Dept. of the Imperial Iranian Army, Avenue Jaleh, Tehran.★ (Telephone: Worth 7-5589).

■ **ISRAEL**—Double pipe heat exchanger, per specifications C-601 through C-605. S/A no. 791/1/515.

■ Charge heater b-601 for hydro treating unit. S/A No. 298-B-1.

Both the above are for loan No. 28, U.S. source. Bid deadline July 15. Israel Supply Mission, through Litwin International, Inc., 520 E. William, Wichita, Kansas, Attn: Mr. Nathan Schofer, where detailed specifications may be obtained. Prices should be itemized to show both trade and cash discount. Suppliers may devise their own forms for submitting tender, in duplicate to buyer.

358 Service Industry Machines

ENGLAND—Air conditioners, to be delivered in Pakistan. Mr. M. F. Billimoria, (manufacturers' representative), 10/D Sidmouth Parade, Brondesbury Park, London, NW. 2.

Water treatment plant, heat exchangers. Direct purchase and agency. Mr. B.K.G. Hose, East Anglia Plastics, (India), Ltd., (engineer), 52 Brook St., London, W.1.

■ Comminutors, other products in water purification, water treatment field. Direct purchase and agency. Ham, Baker & Co., Ltd., (manufacturers), Langley Green, Oldbury, Birmingham. WTD 4/15/63.

★★ FRANCE—Trade Mission

Wholesale distributor of commercial laundry, hotel equipment, supplies, wants to act as distributor or sales representative in France for commercial washing machines, dryers, mangles, ironers. Diffusion Hoteliers, 48 rue St. Laurent, Marseille. I.R. 140.

Wholesaler/broker of food products desires purchasing meat tenderizers, canned vegetables, canned cherries. Eurodipad, 7 rue Mansard, Vanves (Seine). WTD 5/22/63 I.R. 233.

Vending machine manufacturers desiring selling agents in France contact manufacturer of same: Etablissements J. Viriot & Cie, 50 Cours Balguerie-Stuttenberg, Bordeaux. WTD 8/10/62 I.R. 61.★

Butcher equipment supply house seeks from U.S. firms: tenderizers, food slicers, mixers, coffee grinders, refrigeration cases. Etablissements Asmo, 121 Cours de la Marne, Bordeaux, Gironde. WTD 11/1/52 I.R. 72.

U.S. vending machine manufacturer desired by manufacturer of taximeters, taxiphone, vending machines for license and/or agency agreement to supplement line; also desires parking meters on above basis. Safaa, 73 rue de la Condamine, Paris. WTD 12/22/61 I.R. 207.

Refrigeration equipment representation sought from U.S. manufacturers by agent in France. Ste. Bontami, 81, rue Defrance, Vincennes (Siene). I.R. 404.

JAPAN—Automatic vending machines. Mr. U. Yokota, Director, General Affairs Dept., The Mitsukoshi Department Store, (retail sales), 1-7 Muro-Machi, Nihonbashi, Chuo-ku, Tokyo. WTD 3/25/63.

■ **PAKISTAN**—Packaged, self contained air conditioners, approx. 10 hp., plus five hp., with compressor units, 380/400 v., 3 phase, 50 cycles, ac current, with accessories. C&f Karachi. Amount $5,880. Loan no. 53. U.S. source. Bid deadline July 17. Evernew Pictures, (Evernew Studios), 2, Abbot Rd., Lahore. S/A no. RM 040913.

SAUDI ARABIA—Chlorinators for water supply; electrical air conditioners; requests c&f Damman quotations via air mail. Saudian Riyadh Co. for Projects and Buildings, (contractor), P.O. box 420, Riyadh. WTD 12/26/61 on parent company Ahmad & Muhammad Salih Kaki.

359 Machinery

★★ FRANCE—Trade Mission

Refrigeration, airconditioning equipment exporter wishes to become French distributor for new products connected with airconditioning or heating-cooling systems; home humidifiers, dehumidifiers; water softeners; water filtration units; heat pumps. Comptoir General du Froid, 21 rue Nonore Tessier, Bordeaux. WTD 4/16/63 I.R. 55.

Lubricating machinery, pumps desired by manufacturer/wholesaler of lubricating oils, greases. (H.A.F.A.) Huilerie Automobile Franco-Americaine, 158 avenue St. Vincent-de-Paul, Dax (Landes). WTD 10/1/62 I.R. 85.

Industrial machinery, equipment manufacturers wishing to be represented by exclusive sales agent. Can also represent manufacturers of compressors, dumpers, shovels. Societe F. Breton & Cie, 24 Allees Fred, Mistral, Toulouse, Hte. Garonne. I.R. 91.

360 Electrical Machinery

★★ FRANCE—Trade Mission

Wide range of electronic products desired

from manufacturers and/or firms sought by French agent/engineer wishing to represent them. Adrien Berloty, 27 Quai de Tilsitt, Lyon. NCIA I.R. 226.

Electrical tubes, floor polishers, communication equipment, microphones desired by importer/wholesaler of electrical equipment from U.S. producers. Wishes to purchase or represent above. D. Tahon, 5 rue Eugene Sue, Paris. I.R. 380.

ISRAEL—Industrial automation equipment; traffic signalling equipment, devices; counters, tachographs. Direct purchase and agency. Signalor, Ltd., (importer, manufacturer), 4 Herzl St., Tel Aviv. WTD 8/14/62.

361 Electric Transmission, Distribution Equipment

● **INDIA**—Various types of electrical test equipment including, but not limited to the following: signal generators; pulse generators; millivoltmeters; oscilloscopes; af distortion meters; af power meters; multirange meters. Tender enquiry No. SE-615, bid deadline July 31. Forms and specifications available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

■ **PAKISTAN**—Distribution line hardware, service equipment. Tender No. T-79-31, with addendum No. 1. Loan No. 79. Bid deadline July 18. West Pakistan Water & Power Development Authority, through Miner & Miner International, Inc., Lahore.★

● **TUNISIA**—Supply of 150 kv. transmission line including towers, insulators, cable installed complete 10 km. overhead, 8 km. underwater. Tender name Goulette-Rades 150 kv. transmission line, bid deadline September 30. Secretary General, Societe Tunisienne de l'Electricite et du Gaz, 38, Rue de Besancon, Tunis. One copy of specifications in French is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. #20230 (Telephone: WOrth 7-4242).

● Supply of three 20 mva-150/33 kva and one 30 mva-150/90 kva power transformers, bid deadline September 15. Societe Tunisienne de l'Electricite et du Gaz (STEG), 38, Rue de Besancon, Tunis. One copy of specifications is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. #20230 (Telephone: WOrth 7-4242).

362 Electric Industrial Apparatus

● **COLOMBIA**—Supply of electric control panels for El Colegio hydroelectric plant. Bid deadline August 19. Specifications available from Empresa, Calle 13, No. 37-35, Bogota, upon payment of $50.00.

★★ FRANCE—Trade Mission

Information, direct quotations desired on U.S. small electric motors up to 200 hp by manufacturer in line. Durandeau, Conseul Electrotechnique, 6 rue Boudet, Bordeaux, Gironde. I.R. 48.

Interested in representing U.S. manufacturers of industrial equipment, electric motors. Ets. F. Maury & Cie, 5 rue Vincent-Cardouan, Marseille. I.R. 164.

● **IRAN**—Supply, installation of one 120 kw. diesel generator equal to diesel engine, Dentz type A6M-428; generator equal to Conz type NJ-94-10. Tender No. 42/5, bid deadline August 12. Office of Ports and Navigation Organisation, 333 Naderi Ave., Tehran.★ (Telephone: WOrth 7-4242).

■ **PAKISTAN**—Verticals—double cage, vertical hollow shaft electric motors; horizontals—double cage, drip proof, ventilated continuously rated, motors, suitable for ambient temperature of 45° c, class b or e insulation. Various hp., speeds, voltage, frequency, three-phase, and quantity. Loan no. 391-H-056. U.S. source. Bid deadline July 16. M/s. KSB Pumps Co., Ltd., 14 Hall Rd., Hayat Bldg., Lahore. Import license no. 232365. C&f Karachi.★

■ Gas measuring, regulating, recording accessories, spares. Long list of items, in 19 parts. C&f Karachi, Freight separate. Loan no. 391-H-056. U.S. source. Bid deadline July 17. Karachi Gas Co., Ltd., Variwa Bldg., McLeod Rd., Karachi. Import license no. 200468.★

■ **VIETNAM**—Mild steel welding electrodes; alloy steel electrodes; cast iron electrodes; austenitic and high strength steel electrodes, various sizes or dimensions, large quantities. Limited worldwide (901). Bid deadline July 22. Societe d'Oxygene & d'acetylene, 2 Nguyen Truong To, Saigon. C&f basis only. Fob and freight must be indicated separately. Copy of each offer to be sent to the Director General of Commerce, 59 Gia Long, Saigon.

363 Household Appliances

★★ FRANCE—Trade Mission

Small appliances from U.S. manufacturer desired such as can openers, vacuum cleaners, coffee grinders. Radio-St. Pierre, 13 Rue des Bahutiers, Bordeaux. I.R. 32.

Seeks exclusive representation for U.S. air conditioners, refrigeration equipment for household use only, as well as hardware items, being wholesaler in southwestern France. Etablissements Louis Ratabou, Villenave d'Ornon, Gironde. I.R. 51.

GERMANY—Electrical household, kitchen appliances, such as mixers, toasters, new products in this field. Igros Gross-Einkaufsgesellschaft fuer Eisenwaren, Hausrat u. Elektro mbH, (purchasing organization), 28 Mozartstr., Koeln. WTD 10/19/62.

MALAYA—Electrical appliances, such as irons, pans, 4-6 cu. ft. refrigerators; available current 220-240 v. 50 cycles ac. Southern Traders, (importer, exporter, commission agent), 15 Jalan Ali Pitchay, Ipoh, Perak.

365 Radio, Television Receiving Sets

★★ FRANCE—Trade Mission

Pocket, table transistor radios, battery-operated, desired by agent. Comptoirs d'Exportation du G.C.F.I., 27 Place des Martyrs de la Resistance, Bordeaux, Gironde. I.R. 26.

MALAYA—Portable transistor radios with spare parts. Southern Traders, (importer, exporter, commission agent), 15 Jalan Ali Pitchay, Ipoh, Perak.

366 Communication Equipment

AUSTRALIA—Communication antennae. Direct purchase and agency. Belling & Lee, (Aust), Pty., Ltd., (electronic engineer), Cnr. Colchester & Canterbury Rds., Kilsyth, Victoria. WTD 6/26/61.

● **IRAN**—Supply of communications equipment. Bid deadline August 12. Conditions and specifications may be obtained from the Ports and Navigation Organization, 333 Naderi Ave., Teheran, for $7.00 per set.

● **PAKISTAN**—Supply of battery eliminators for telephone exchanges. Tender No. 7-1/63/480, bid deadline July 15. Mr. F. Rizwi, Purchase Coordinating Officer, Pakistan Telegraph & Telephone, Block No. 48-A, Pakistan Government Offices, Shahrah-e-Iraq, Karachi.★ (Telephone: WO 7-4823).

367 Electronic Components

AUSTRALIA—Electronic components, particularly fuses, connectors, terminals; r.f. interference suppression devices. Direct purchase and agency. Belling & Lee, (Aust), Pty., Ltd., (electronic engineer), Cnr. Colchester & Canterbury Rds., Kilsyth, Victoria. WTD 6/26/61.

ENGLAND—Electrical connectors. Direct purchase and agency. Smart & Brown, (Connectors), Ltd., (manufacturer), North West House, 119/127 Marylebone Rd., London NW.1. WTD 1/8/63 on parent firm: Gas Purification & Chemical Co., Ltd.

FRANCE—Radio, television, recording equipment, parts, particularly electronic tubes; requests replies in French or German. Direct purchase and agency. Hohl & Danner, (importer, wholesaler), 6, Quai Turckheim, Strasbourg, (Bas-Rhin). WTD 6/7/63.

★★ FRANCE—Trade Mission

U.S. electronic equipment manufacturers sought by French counterpart with view towards importing electrical components (signal lamp holders, switches, special electronic tools) and/or licensing arrangements similar products in France. Ets. Dyna, 36 Ave. Gambetta, Paris 20. WTD 10/4/62 I.R. 259.

SWEDEN—Electronic equipment, parts for manufacture of data processing machines. AB Atvidabergs Industrier, (importer, retailer, exporter, wholesaler and manufacturer), Atvidaberg. WTD 4/3/63.

369 Electrical Machinery

★★ FRANCE—Trade Mission

Representative of home heating equipment, interested in contacting U.S. makers of thermostats for use in connection with French-made home heating equipment. Must meet French standards of voltage and ac cycles. M. J. Errero, 8 rue du Bosquet, Marseille. I.R. 138.

371 Motor Vehicles, Motor Vehicle Equipment

★★ FRANCE—Trade Mission

Automotive air conditioning, refrigeration equipment manufacturers sought for exclusive representation in France; ultimately in licence agreement by French manufacturer of materials handling, electro-mechanical industrial equipment. Ets. P. Raimbault et Cie. 1, Cours de Bercy, Moulins, Allier. I.R. 268.

Manufacturer of auto accessories seeks representation of U.S. firm specialized in transmission for cars to sell and/or to manufacture in France. Anciens Ateliers Cresbert, 7, rue Thomas-d'Orleans, Colombes (Seine). I.R. 342.

■ **TURKEY**—Electric bulbs for vehicles, six v. 12 and 18 v., in boxes of 10 bulbs, in cases, 10,000 bulbs. Amount $6,000. PA#277-700-901-3227. Bid deadline July 17. Isak Buyukbabani Okcumsa Cad. Bankalar Sarayi No. 17, Galata-Istanbul. Cable: OKCUMUSA, Cad. Bankalar Sarayi No. 17. IL#001682.

Cylinder honing machines, cylinder boring machines, brake reliners, brake testers, tire gauges, cylinder gauges, compression gauges, diesel compression gauges, valve

and clutch spring testers, vacuum fuel pump testers, universal circuit testers, armature testers, nozzle testers, diesel fuel injection pump testers, injection pump overhaul kits, auto-scopes, torque wrenches. Aksa Kollektif Sirketi—Nazmi Akin ve Seriki, (importer), Muhurdarzade Han No. 318, Serkeci, Istanbul. WTD 3/26/63.

373 Ship Building, Repairing

★★ FRANCE—Trade Mission

Pleasure boat manufacturer wishes to import U.S. pleasure boats, yacht fittings, marine engineers, plastic materials with a view to future licensing agreement to produce U.S. boats in France. Ateliers et Chantiers de la Rochelle-Pallice, Head office-45 Avenue d'iena, Paris 16. I.R. 290.

Aluminum hulls, latest technical information on protective coatings for aluminum hulls for small boats sought from U.S. manufacturer who can supply these to French manufacturer. Entreprise Protec, 75 Quai de Queyries, Bordeaux-Bastide. I.R. 73.

General marine supplies firm wants exclusive agency for southern France of U.S. manufacturers of general marine and industrial supplies. Docks Maritimes & Industriels, 36 Bld. des Dames, Marseille. I.R. 114.

Manufacturer of fiber glass pleasure boats interested in direct purchase or license agreement for new design and development of fiber glass boats. A.D.S.E./Stratolith, 42 Bld. des Dames, Marseille. I.R. 134.

Agent of pleasure boats would like to represent U.S. manufacturers of pleasure boats, outboard motors, marine accessories. M. Lebert, 5 Place de Rome, Marseille. I.R. 156.

381 Engineering, Laboratory, Scientific, Research Instruments

★★ FRANCE—Trade Mission

Chemical products wholesaler-importer seeks contacts with U.S. manufacturers of chemicals, scientific instruments for representation of these firms in France. Cie. Franco-Italienne de Produits Chimiques, 3 rue Vignon, Paris 8. I.R. 418.

FRANCE—Laboratory furniture; requests replies in French. Direct purchase and agency. Labor France, (manufacturer), 7/9 ave General de Gaulle, Rosny s/Bois (Seine). WTD 5/15/63.

Laboratory electrical equipment; requests replies in French. Direct purchase and agency. Labor France, (manufacturer), 2/9 ave. General de Gaulle, Rosny s/Bois (Seine). WTD 5/15/63.

ITALY—Electric, scientific instruments such as comparators, electric tachometers, precision wire resistors, potentiometers, miniature commutators, electrostatic voltmeters. Direct purchase and agency. Dott. Ing. Mario Vianello, (importer), Via Anelli 13, Milan. WTD 2/6/63.

Apparatus for chemical, clinical analysis laboratories. A.S.S.I.A., Attrezzature Scientifiche Sanitarie, Industriali Agricole, (importer, agent), Via Torino 7, Rome. WTD 12/6/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

ENGLAND—Liquid metering equipment. Direct purchase and agency. British Aluminium, Ltd., (manufacturer), Norfolk House, St. James Sq., London, SW.1.

★★ FRANCE—Trade Mission

Instruments, apparatus used in spectrography from U.S. manufacturers desired by manufacturer of optical, photographic precision-built equipment who desires to act as distributor. Societe Generale d'Optique, 76 Bd. de la Villette, Paris 19. WTD 4/6/62 I.R. 443.

FRANCE—Radioactivity measuring, protecting apparatuses. Office General de Diffusion & de Representation, (importer, dealer), 16 rue Dieu, Paris 10e.

● **INDIA**—Stress meters, 70. Tender No. SE-610/RET, bid deadline August 5. Forms and specifications available from the India Supply Mission, 2536 Massachusetts Ave., Washington 8, D.C.

PHILIPPINES—Automatic electronic device to count 50 lb. flour bags on production line; electronic weigh bridge with 30 ton capacity to automatically register the weight of a loaded truck. Liberty Flour Mills, Inc., (importer, manufacturer), 528 Blumentritt Ext., Mandaluyong, Rizal. WTD 4/14/61.

383 Optical Instruments, Lenses

★★ FRANCE—Trade Mission

Manufacturer of ophthalmology instruments wishes to import technical, commercial instruments of ophthalmology. Etablissements Pierre Mosse, 71 rue St. Ferreol, Marseille 6. WTD 4/12/62 I.R. 111.

384 Surgical, Medical, Dental Instruments

ENGLAND—Industrial protective clothing. Central Manufacturing & Trading Co., (Dudley), Ltd., (manufacturer, distributor), Halesowen Rd., Dudley, Worcestershire. WTD 6/14/63.

FRANCE—Car safety belts as well as buckles, braids for same; requests replies in French. L'Expansion Economique, (manufacturer), 42 rue Rene Boulanger, Paris 10e. WTD 8/10/62.

384 Surgical, Medical, Dental Instruments

★★ FRANCE—Trade Mission

U.S. manufacturers of medical apparatus for laboratories wishing to be represented by French manufacturer please contact: Laboratoires Genneau, 5 Rue Duluc, Bordeaux. I.R. 19.

U.S. manufacturer of medical machines, equipment desiring to be represented in France by importer/distributor of similar equipment, please contact: Centre de Documentation Biologique, 78, bd. St. Germain, Paris 5. WTD 5/22/63 I.R. 227.

Veterinary products sought by manufacturer of animal foodstuffs, medicines, instruments sold to veterinarians who desires to act as agent for U.S. producer of these products. Sofca, Departement Veterinaire, 31, rue Tronchet, Paris 8. I.R. 370.★

Work gloves, glasses, goggles, helmets, uniform clothing, other industrial, commercial protective-safety devices from U.S. sources desired by manufacturer of protective-safety devices interested in possibly assembling at his plant. La Protection Rationnelle, 40 rue Louis Blanc, Paris 10. I.R. 332.

Hospital-medical equipment, supplies manufacturer-distributor desires to import from the U.S. similar products for distribution in France. Maison Luer, 104, bd. St. Germain, Paris 6. WTD 5/22/63 I.R. 296.

ITALY—Electro-surgical, diagnosis apparatus, stethoscopes, electronic thermometers, cytoscopes, opthalmoscopes. Direct purchase and agency. Elettrologia Medica di Enzo Laviano, (wholesaler, retailer, agent), Viale Ippocrate 110-112, Rome.

● **TURKEY**—Supply of fog signal. Bid deadline July 15. Tender no. 3001-306. Materials Purchasing Dept., Turkish Maritime Bank, Bahcekapi, Istanbul.★ (Telephone: WOrth 7-2939).

385 Ophthalmic Goods

★★ FRANCE—Trade Mission

Manufacturer of high-style plastic spectacle frames wishes to represent U.S. manufacturers of metal glass frames. Manufacture de Lunettes, 18, rue Anna-Jacquin, Boulogne-sur-Seine (Seine). I.R. 373.

386 Photographic Equipment

★★ FRANCE—Trade Mission

Graphic arts equipment desired by large manufacturer of same products wishes to add to his line for distributorship. Ateliers Bariquand-Marre, 79 Avenue Aristide-Briand, Arcueil (Seine). WTD 2/21/63 I.R. 214.

ITALY—Sound, silent film for educatoinal purposes. Alfa Tecnica, (importer), Via di Villa Pamphili 75, Rome.

NETHERLANDS—Mounted micro-film apparatus, machines for electrostatic processes, thermal copying apparatus, photo copying apparatus, dispensers for self-adhesive tapes. N.V. Lichtdrukpapierfabriek "De Atlas," (importer, exporter, wholesaler, agent, manufacturer), Mercuriusweg, Delft. WTD 1/14/63.

Micro-film installations; technical cameras, diazo materials, exposing and developing apparatus; self-adhesive films, tapes, mylar drawing equipment, equipment for reproducing documents; requests replies from manufacturers only. N.V. Lichtdrukpapierfabriek "De Atlas," (importer, exporter, wholesaler, manufacturer), Mercuriusweg, Delft. WTD 1/14/63.

391 Jewelry, Silverware, Plated Ware

★★ FRANCE—Trade Mission

Silverplated holloware, giftware manufacturers for representation desired by French manufacturer of these products. Orfevrerie Girod, 14, rue Portefoin, Paris 14. I.R. 400.

394 Toys, Amusement, Sporting Goods

★★ FRANCE—Trade Mission

Electric, mechanical scientific toys manufacturer wishes to establish contact with a U.S. counterpart for distribution in France a variety of U.S. toys, with eventual possibility of a licensing agreement. Cl. Rollet & Fils, 73-75 Rue Henri-Barbusse, Clichy (Seine). I.R. 360.

Fishing tackle equipment sought by wholesaler of fishing articles. Margou & Fils S.A., 148 avenue Daumesnil, Paris 12. WTD 5/22/63 I.R. 223.

U.S. toys desired by wholesaler who wishes to act as agent for U.S. manufacturers. Au Domino, 22 rue Vital Carles, Bordeaux, Gironde. I.R. 64.

Importer, wholesaler of toys, hobbies, miniature models wants to import or act as agent for U.S. toy manufacturers. Would consider joint venture for manufacturing in France U.S.

line of toys. Etats. Mouttet & Cie Sta., 15 Bld. de Briancon, Marseille, 3. I.R. 102.

Agent for textiles interested in expanding line; anxious to represent U.S. toy manufacturers. Mr. Blaise Vita, 10 Crs. Mirabeau, Aix-en-Provence, B.D.R. WTD 3/1/62. I.R. 154.

FRANCE—Fiberglass fishing rods; reels with a fixed paddle-box. Ets. Henri Garbolino, (manufacturer), 83 bis rue de la Liberation, Ecouen (Seine & Oise). WTD 5/17/63.

GERMANY—Camping articles of all kinds. Igros Gross-Einkaufsgesellschaft fuer Eisenwaren, Hausrat u. Elektro mbH, (purchasing organization), 28 Mozartstr., Koeln. WTD 10/19/62.

ITALY—Toys, baby carriages, strollers. La Cicogna, (importer, wholesaler, retailer), Via Frattina 138, Rome. WTD 6/16/61.

395 Pens, Pencils, Office, Artists' Materials

MALAYA—Ball point pens, inexpensive uniform quality; preferably about US $4 to $5 per gross. Tong Aik & Co., (Penang), Ltd., (importer, exporter, wholesaler, retailer, manufacturer's agent, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

NETHERLANDS—School, office supplies. N. Samson N.V., (importer, wholesaler, retailer, manufacturer, exporter), 1 Wilhelminalaan, Alphen a/d Rijn. WTD 8/15/63.

QATAR—Pens, pencils. Taj Hotel & General Stores, Prop. Shah Bros., (importer, wholesaler, commission agent), Mushairab Rd., Doha. WTD 9/2/62.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

★★ FRANCE—Trade Mission

Advertising novelty items, giftware, specialties manufacturers wishing to be represented by French commission representative, please contact: Rene Massonat, 14 Rue de Cursol, Bordeaux, Gironde. WTD 2/12/60 I.R. 25.★

Manufacturer of religious items, giftware seeks similar items from U.S. manufacturer who would in turn handle his line of products in U.S. Societe Louis Cadious et Fils, 19 Rue St. James, Bordeaux. I.R. 68.

U.S. novelties. Send (Sarl), Nice, Alpes-Maritimes, France. I.R. 132.

Importer of novelties wants to buy direct or act as representative for manufacturers of novelties. Marcel Imbert, 3 rue Lafayette, Marseille. I.R. 171.

Agent-distributor wishes to represent a wide range of U.S. consumer products. Societe Solor, 110 rue Sainte, Marseille. WTD 8/17/56 I.R. 182.

QATAR—Imitation jewelry. Taj Hotel & General Stores, Prop. Shah Bros., (importer, wholesaler, commission agent), Mushairab Rd., Doha. WTD 9/2/62.

SWEDEN—Slide fasteners: requests replies from manufacturers only. J.T. Bruhn AB, (importer, wholesaler, manufacturer, sales agent), Hannebergsgatan 24 (P.O. box 7), Solna 1. WTD 4/3/63.

399 Manufacturing Industries

★★ FRANCE—Trade Mission

U.S. company manufacturing fishing equipment such as natural bait, i.e., insects, fish preserved in alcohol or glycerine; lures, who would like to be represented in France by importer dealing in above line, please contact him. Also wishes to buy brine shrimp on his own account directly. Dafnie, 6, rue de Fecamp, Paris 12. WTD 3/8/62. I.R. 275.

Wishes to represent plastic products for domestic and industrial use, as well as toys. Hopes eventually to produce these products under license in France. Isaac Zenou, 94, rue Lafayette, Paris 10. I.R. 337.

Chemicals, textiles manufacturers sought for exclusive representation arrangements. Hubert Wittorski, 127, Champs Elysees, Paris 8. WTD 3/26/63 I.R. 361.

Commission agent wishes to represent U.S. firms in the following areas: auto service equipment, kitchen electrical fixtures, hoods, vents, electrical sockets, disposal units. Eugene Saks, Chateau d'Ardilliere, par Limours (S.O.). I.R. 366.

Wishes to represent U.S. manufacturers of fruit juices, canned goods, frozen foods, also clothing of all types, building materials. Pachod Freres & Cie, 16 Avenue Marechal de Saxe, Lyon (Rhone). I.R. 434.

Finger-operated sprayers, small, adequate for perfume, cosmetic uses desired by manufacturer of similar products from U.S. producer. Le Frisson, 38 rue d'Hauteville, Paris 10. NCIA I.R. 419.

Buyer of department stores desires wide range of products for stores—any new lines of cosmetics, stationery; ready-to-wear apparel for men, women, children; toys; women's costume jewelry of all types. Grands Magasins au Bon Marche, 38, rue de Sevres, Paris 7. I.R. 442.

Manufacturer of household cleansers, waxes, floor, shoe polishes; glass, metal cleaners; deodorants, insecticides seeks new products in this field on direct basis or conclude a licensing agreement. Ca-Va-Seul, Nogent-sur-Marne. WTD 5/22/63 I.R. 230.

MALAYA—Hairpins, hair clips, hair nets, nail files; medium price and quality; new products for Malayan market; requests literature and cif Penang quotations. Tong Aik & Co., (Penang), Ltd., (importer, exporter, wholesaler, retailer, manufacturers' agent, commission agent), P.O. box 702, 91 Beach St., Penang. WTD 5/29/63.

NETHERLANDS—All kinds of coin-operated amusement arcade equipment including juke boxes, bowling alleys, bingo machines. C.V. N. Wetsteijn & Zn., (wholesaler, retailer), 19-21 Blockmakersstraat, Rotterdam 7.

QATAR—Gift boxes. Taj Hotel & General Stores, Prop. Shah Bros., (importer, wholesaler, commission agent), Mushairab Rd., Doha. WTD 9/2/62.

509 Wholesalers

★★ FRANCE—Trade Mission

Scrap steel (any grade), scrap metal desired by French importer/agent. Sumex, 5, rue Louis-le-Grand, Paris. I.R. 249.

■ **KOREA**—Iron, steel scrap, isis, hmss #1, 70%, hmss #2, 30%, packing in bulk, approx. 12,000 mt. C&f Inchon. All U.S. liner vessel. PA#489-901-356-3202. Limited worldwide (901). Bid deadline July 18. Inchon Heavy Industry Corp., #92, Mukyo-Dong, Chung-Ku, Seoul. Cable quotations accepted. Ref. no. FFO-SAI-3-490. Copies of all offers to be sent Air Mail to the Bank of Korea, Attn.: AID Section, and to the Director, USAID, Seoul, c/o American Embassy.

MALAYA—Building supplies, such as paints, nails. Southern Traders, (importer, exporter, commission agent), 15 Jalan Ali Pitchay, Ipoh, Perak.

MAURITANIA—Second-hand clothing for children, adults, including military uniforms, fatigue clothing, baled and sold by wgt.; requests replies in French. Sociem—Societe de Commerce General d'Exportation et Importation Mauritanienne, (general merchant, importer, exporter), B.P. 1083, Nouakchott. WTD 1/26/63.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

202 Dairy Products

GERMANY—Dried milk, cream products in wafer form, packed in cans; requests replies from manufacturers only. Verband der Sahnemolkereien, (Milk Dairy Products Assn.), 4 Duesseldorf, Kaiserstr. 34.; Attn.: Dr. Ostrowsky.

203 Canning, Preserving Foods

GREECE—Squid; requests replies from west coast packers only. I. Hadjinicolaou & Sons, (commercial agent), Kitrikis Bldg. Thessaloniki.

SWEDEN—All kinds of food seasonings. Kockens AB, (importer, exporter, manufacturer, sales agent), Bornholmsgatan, Ystad. WTD 4/2/63.

220 Textile Mill Products

AUSTRALIA—Printed cotton flannelette; men's sport shirt material, woven, for casual wear; fancy trousering, suiting of polyester fibre/cotton mixtures, cotton, rayon; soft furnishing fabrics, suitable for curtains, pillow coverings. Fisma Co. of Australia, Pty., Ltd., (importing distributor, manufacturer's agent), Strand Arcade, 193 Pitt St., Sydney.

SWEDEN—Interior decorating articles: rugs, carpets, window curtains, draperies, upholstery fabrics for furniture. AB Alfred Trowall & Co., (importer, wholesaler, manufacturer, sales agent), Sveavagen 25-27, Stockholm. WTD 4/2/63.

259 Furniture, Fixtures

ENGLAND—Venetian blinds. Mr. W. Gibbons, Scottish Aluminium Ware, Ltd., (manufacturer), Industrial Estate, Larkhall, Lanarkshire.

264 Converted Paper, Paperboard Products

NETHERLANDS—School stationery items; requests replies from manufacturers only. N. Samson N.V., (importer, wholesaler, retailer, manufacturer, exporter), 1 Wilhelminalaan, Alphen a/d Rijn. WTD 8/15/63.

270 Printing, Publishing Industries

NETHERLANDS—All kinds of articles con-

cerning administration, office efficiency. N. Samson N.V., (importer, wholesaler, retailer, manufacturer, exporter), 1 Wilhelminalaan, Alphen a/d Rijn. WTD 8/15/63.

280 Chemicals

FRANCE—Raw materials for plastics, paints, varnishes, lubricants, aromatic products; or used in foundry, metal working products; requests replies in French. Satco, (importer, dealer), 1 rue du General Foy, Paris. WTD 2/25/63.

281 Industrial Chemicals

FRANCE—Cellulose acetate, polystyrene, polyethylene; phenolic powders, urea. Comptoir Commercial d'Importation, (importer, dealer), 42 rue Etienne Marcel, Paris 2e. WTD 6/12/62.

282 Synthetic Materials

FRANCE—Natural resins, polyester resin articles. Sheby, (manufacturer, exporter), 2 rue de la Tremoille, Paris. WTD 5/16/63.

Plastics materials, additives; requests replies in French. Polyplastic, (importer, dealer), 15 rue des Sablons, Paris 16e. WTD 8/13/62.

Plastics materials, pigments, cellulose resins, melamine resins, modified acrylic resins, polymerisable alhylic resins, polyester-type polyurethane, acrylic binding emulsions or solutions, chlorinated or fluorinated elastomers; requests replies in French. Coframet-Compagnie Franco Americaine des Metaux & Minerais, (importer, dealer), 22 rue du General Foy, Paris 8e. WTD 4/6/62.

TURKEY—Plastics materials in powder, granules, leaf or liquid form; requests replies from manufacturers only in French. Suren, (importer, exporter), 127. Buyuk Kardicali Han, Izmir. WTD 4/17/63.

285 Paints, Varnishes, Lacquers, Enamels

FRANCE—Chemical products for the paint industry; additives to paints. Alec Ferguson, (agent), 26 ave Gambetta, Chatou (Seine & Oise).

299 Petroleum, Coal Products

GREECE—Lubricants. Exclusive agency. Requests replies from manufacturers only. Stephanos C. Protogheros, (importer, retailer, wholesaler, sales agent), 54 Marni St., Athens. WTD 5/28/63.

349 Fabricated Metal Products

ENGLAND—Electronic instrumentation control valves. Mr. H.J. Naden, FN Maintenance Services, Ltd., (manufacturers' agent), 31 St. James' Pl., London, SW.1.

352 Farm Machinery

GERMANY—Liquid spraying machines, equipment; requests replies from manufacturers only. Ingenieurbuero Josef Wagner, (manufacturer, engineer), 18 Eisenbahnstr., 7991 Friedrichshafen-Fischbach.

PERU—Agricultural machinery, equipment, especially tractors, pick-ups. Lubo Martinovich Mijailovich, (exporter, wholesaler, retailer), Koripata 360, Casilla 516, Cuzco. WTD 6/5/63.

353 Construction Machinery

ENGLAND—Oil exploration instruments, devices. S. Hamilton, (engineer), 21 Wilderton Rd., London, N.16.

Light, medium, heavy engineering equipment. Mr. H. J. Naden, FN Maintenance Services, Ltd., (manufacturers' agent), 31 St. James' Pl., London, SW.1.

ISRAEL—Hydraulic truck cranes for mounting on existing trucks, to provide independent loading, unloading; required load up to three tons with up to 18 ft. reach; requests replies from manufacturers only. Sella Investment-Equipment Agencies, Ltd., (sales agent, importer), 3 Hashfela St., P.O. box 20053, Tel Aviv. WTD 4/20/62.

SPAIN—Cargo, materials handling machinery, equipment. Mr. Ramon Zubiaga, Consulmar, (group of engineering companies), Apartado 633, Bilbao.

354 Metalworking Machinery

ENGLAND—Tungsten carbide tools; high speed cutting tools in general. Mr. H. J. Naden, FN Maintenance Services, Ltd., (manufacturers' agent), 31 St. James' Pl., London, SW.1.

355 Special Industry Machinery

FRANCE—Machines for manufacturing paper pulp, paper; machines for paper converting; filling, packing machines. Cie Europeenne de Materiel Industriel-Cemi, (importer, exporter, commission merchant), 134 rue du St-Honore, Paris 8e. WTD 7/23/62.

GREECE—Weaving machines, wet, dry finishing, especially for wool and manmade fiber textiles. George C. Markoulakis, (commission merchant), 28 Ermou & Kornarou St., Athens.

PORTUGAL—Carding, other textile machinery; requests replies from manufacturers only with competitive price quotations. Sociedade Comercial Carlos Farinha, Lda., (importer, distributor), 30-3° Rua dos Sapateiros, Lisbon 2. WTD 10/22/62.

SWEDEN—All kinds of printing trade machinery. Erik Pichler AB, (importer, wholesaler, sales agent), Kungsgatan 48, Stockholm. WTD 4/2/63.

356 General Industrial Machinery

ENGLAND—Industrial filters. Mr. H.J. Naden, FN Maintenance Services, Ltd., (manufacturers' agent), 31 St. James' Pl., London, SW.1.

GERMANY—Paint spraying machines, equipment; requests replies from manufacturers only. Ingenieurbuero Josef Wagner, (manufacturer, engineer), 18 Eisenbahnstr., 7991 Friedrichshafen-Fischbach.

ISRAEL—Filters for air conditioning systems in hospitals; prompt offers with catalogs urgently requested. Sella Investment-Equipment Agencies, Ltd., (sales agent, importer), 3 Hashfela St., P.O. box 20053, Tel Aviv. WTD 4/20/62.

358 Service Industry Machinery

FRANCE—Insulating materials for refrigeration; requests replies in French. Sipra-Societe Industrielle de Plastiques & Resines Appliquees, (manufacturer), 1 rue de Berri, Paris 8e.

Air conditioning equipment. Alec Ferguson, (agent), 26 ave Gambetta, Chatou (Seine & Oise).

SPAIN—Air conditioning, refrigeration equipment. Mr. Ramon Zubiaga, Consulmar, (group of engineering companies), Apartado 633, Bilbao.

361 Electric Transmission, Distribution Equipment

FRANCE—Wound potentiometers. Ets. E. Ragonot, (manufacturer), 7/15 bld Gabriel Peri, Malakoff (Seine).

362 Electrical Industrial Apparatus

ENGLAND — Industrial electronics equipment; instrumentation for industrial automation. Mr. J. D. Ambrose, Managing Director, Tecindus, Ltd., (technical selling agent), 131 High St., Teddington, Middlesex.

Electric motors. Mr. H.J. Naden, FN Maintenance Services, Ltd., (manufacturers' agent), 31 St. James' Pl., London, SW.1.

Industrial instrumentation, control equipment, all categories; offers engineering consultant services. Mr. E.L. Pariser, Managing Director, Alvaston Interests, Ltd., (technical sales engineer), Birch Lodge Gore Lane, Alderley Edge, Cheshire.

371 Motor Vehicles, Motor Vehicle Equipment

GREECE—Spark plugs. Exclusive agency; requests replies from manufacturers only. Stephanos C. Protogheros, (importer, retailer, wholesaler, sales agent), 54 Marni St., Athens. WTD 5/28/63.

Automotive parts; brake linings; requests replies from manufacturers only. Exclusive agency. Stephanos C. Protogheros, (importer, retailer, wholesaler, sales agent), 54 Marni St., Athens. WTD 5/28/63.

NIGERIA—Spare parts for repair, maintenance of automobiles, trucks. M. El Halabi, (A. El Halabi), (dealers), P.O. box 1, Apapa, Lagos. WTD 6/4/63.

PERU—Used automobile parts, accessories. Lubo Martinovich Mijailovich, (exporter, wholesaler, retailer), Koripata 360, Casilla 516, Cuzco. WTD 6/5/63.

373 Ship Building, Repairing

FRANCE—Lights, horns, steel wheels, other accessories for pleasure boats. Alec Ferguson, (agent), 26 ave Gambetta, Chatou (Seine & Oise).

381 Engineering, Laboratory, Scientific, Research Instruments

ENGLAND—Scientific, technical instruments for Far Eastern markets. Mr. Eric H. Lings, (importer, exporter), 2 Stowe Rd., Shepherd's Bush, London, W.12.

Electronic instruments. Mr. R.D. Nixon, Commercial Products Division, De Havilland Aircraft, (manufacturer), Wilbury Way, Hitchin, Herts.

SPAIN—Power engineering, civil engineering instruments, equipment. Mr. Ramon Zubiaga, Consulmar, (group of engineering companies), Apartado 633, Bilbao.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

BRAZIL—Registering recorders for chemical industry. Instrumentos e Reguladores do Brasil, (manufacturer, sales agent), Rau Lourenco de Almeida 799, Sao Paulo. WTD 11/19/62.

ENGLAND—Process control equipment for chemical industry; control equipment for engineers. Mr. J. D. Ambrose, Managing Di-

rector, Tecindus, Ltd., (technical selling agent), 131 High St., Teddington, Middlesex.

Flow meters. Mr. H.J. Naden, FN Maintenance Services, Ltd., (manufacturers' agent), 31 St. James' Pl., London, SW.1.

Temperature control equipment for furnaces. Mr. J.F. Thompson, (engineer), 87 Westfield Ave., North Saltdean, Sussex.

Instruments complementary to fluid measures, flow indicators, controllers, liquid level switches, but excluding float type. Mr. W.Y.E. George, Director, Bayham, Ltd., (manufacturer), 12 Lower Grosvenor Pl., London, SW.1.

Controls for domestic heating equipment. Mr. J. Watkinson, James Watkinson, (Engineers), Ltd., (manufacturer), Club Street Works, Bamber Bridge, Preston, Lancs.

ITALY—Pneumatic process instrumentation: pressure, differential pressure, temperature; transmitters, field mounted indicators/recorders/controllers; pneumatic and/or electric instrumentation for combustion control; ph and alkalinity measurement; industrial analyzers; thermoswitches; rotameters (variable area meters), solenoid valves; temperature regulators. T.A.I.-Automation, (Tecnica per l'Automazione Industriale, s.r.l.), (agent), Via Petrella 21, Milan.

386 Photographic Equipment

SWEDEN—All kinds of photographic, cinematographic equipment; requests replies from manufacturers only. Forsners AB, (importer, retailer, wholesaler, sales agent), Birger Jarlsgatan 32, Stockholm. WTD 4/2/63.

393 Musical Instruments

SWEDEN—Drums, guitars, brass, wood wind instruments. Eric Nilsson Musik AB, (importer, retailer, wholesaler, sales agent), Kungsgatan 17, Eskilstuna. WTD 4/2/63.

394 Toys, Amusement, Sporting Goods

JAPAN—Plastic model kits; educational toys using opthalmic goods as components with which a child can build telescope, microscope. Moriguchi Trading Co., Ltd., (importer, exporter), Temma Bldg., 62-1 Kyobashi 3-chome, Higashi Ku, Osaka.

395 Pens, Pencils, Office, Artists' Materials

NETHERLANDS—School supplies; requests replies from manufacturers only. N. Samson N.V., (importer, wholesaler, retailer, manufacturer, exporter), 1 Wilhelminalaan, Alphen a/d Rijn. WTD 8/15/63.

SWEDEN—All kinds of graphic arts material for use of art directors, commercial artists, advertising agencies. Robert Matton AB, (importer, retailer, wholesaler, sales agent), Radmansgatan 1, Stockholm. WTD 3/22/63.

509 Wholesalers

ENGLAND—Building materials, particularly metal lathe. Mr. H. T. Mason, Metal Lathing Division, Truscon, Ltd., (civil engineer), 35-41 Lower Marsh, London, SE.1.

739 Business Services

ENGLAND—Wants contact with sales organization handling production, engineering equipment; technical equipment such as welding rods, machine tools, special mechanical equipment; industrial products; will distribute through usual channels with specialized selling. Mr. K.P. Walker, Sales Executives, Ltd., (sales organization), 34 Brooks Rd., Wylde Green, Sutton Coldfield, Warwickshire.

Leads for Importers

Commodities are offered direct unless specified.

201 Meat Products

PAKISTAN—Raw lambskins for fur purposes. All white, Nazukcha, (silky hair), guldars (non-silky hair). Graded: 40%I, 40%II, 20%III. Niaz Ahmad & Son, Lohari Gate, Inside Hide Market, P.O. box 20, Multan City. WTD 5/29/63.

203 Canning, Preserving Foods

★★ FRANCE—Trade Mission

French import company wishes to contact U.S. retailer interested in introducing cheeses, jams, jellies on the U.S. market. France-Food, 39, rue Washington, Paris 8. I.R. 369.

French manufacturer of canned food would like to export to U.S. D'Arros Freres, 1 rue Francois-Massabo, Marseille, 2. I.R. 173.

NETHERLANDS—Deep frozen onions, fruits, vegetables. Firma A. Voerman, 1 Paddepoelseweg, Nijmegen.

207 Confectionery

★★ FRANCE—Trade Mission

French manufacturer of biscuits and cookies is most anxious to locate representative in the U.S. Biscuits Brun, 20, rue Georges Mederic, Maisons-Alfort (Seine). I.R. 408.★

Seeks distributor in the U.S. for line of cookies packed in metal or foil boxes. Biscuiterie Schagen, 110 rue Ste Cécile, Marseille. I.R. 200.

208 Beverages

★★ FRANCE—Trade Mission

Red, white Bordeaux wines, cognac brandies. A. De Luze & Fils (Maison), 88 Quai des Chartrons, Bordeaux. NCIA I.R. 18.

Wines, cognacs, liquors, cordials. Also looking for U.S. firm in position to manufacture under license a brand of sparkling wine. Mr. Paul Saby & Co., 107 Avenue Foch, Libourne, Gironde. WTD 5/27/58. I.R. 3.

Manufacturer seeks U.S. representative for Calvados liquor. Heritiers de Vve. R. Chort-Mutel, 23-25 rue de Quillebeuf, Pont-Audemer (Eure). I.R. 389.

Exporter of mousseux, vinegars, liqueurs wants to contact agent in the U.S. for the exclusive importation of wine, liquors, champagne, vinegars. Bureau Boulard "Export-Import," 48 Quai des Chartrons, Bordeaux. WTD 6/1/57. I.R. 30.

Manufacturer of liquors desires distribution and sales of his liquors, brandy, syrup, also basic products necessary for a potential importer to bottle under his own brand name. Etablissements Cazanove, 15 Rue Turenne, Bordeaux, I.R. 31.

Manufacturer of "mousseux" wines, both sweet and semi-sweet, as well as a distributor for white, red, rose wines is anxious to distribute his products in the U.S. Etablissements Mireille, 78 Avenue du Char-Verdun, La Valette, Var. I.R. 120.

209 Food Preparations

★★ FRANCE—Trade Mission

Wants to appoint agent and distributor in U.S. to handle P.O.P. oyster powder, and P.O.P. cream, I.T.C. Laboratories, 29 Rue Vernet, Paris 8. WTD 5/3/63. I.R. 252.★

New type of dehydrated herbs for infusions, i.e., verbena, lime flower, mint. Fevrier Decoisy Champion, 60 rue de Wattignies, Paris 12. WTD 1/23/63. I.R. 241.

Olives, other North African foodstuffs. J. Bigorre et Cie, 53, bd. Haussmann, Paris 9. WTD 12/17/63. I.R. 240.

Manufacturer wants to introduce through agent his "Chestnut Cream" (a jelly for use on pre-cocktail crackers). Conserveries du Rouget, 1 Cite Riverin, Paris 10. I.R. 390.

Seeds, chemicals, fatty alcohols, esters waxes, vitamin A oils to the U.S. Société Giraud & Cie, 33 rue Paradis, Marseille. I.R. 150.

Wants to contact U.S. sales representatives and/or distributors interested in representing or purchasing directly oils made from grape seeds. UNIPOL, 13 rue Roux-de-Brignoles, Marseille, 6. WTD 7/27/61. I.R. 162.

227 Floor Covering Mills, Products

★★ FRANCE—Trade Mission

French export-import house wishes to find an importer or distributor in the U.S. for a specialty rug. Les Successeurs de Leonce Reysson, 2, Place de la Corderie, Marseille. I.R. 144.

MOROCCO—Moroccan handicraft articles: rugs, blankets, curtain, covers, hangings, as well as Moroccan dolls. Union and Cooperation Handicrafts, (Unicam), 2 Rue de Lyon, Meknes. WTD 3/63.

230 Apparel

★★ FRANCE—Trade Mission

Manufacturer of men's, women's sportswear and sports footwear seeks exclusive U.S. sales representative calling on department stores, wholesalers. Henry Ours, 21 rue Georges Boisseau, Clinchy (Seine). I.R. 298.

232 Men's, Youths', Boys' Furnishings, Work Clothing

★★ FRANCE—Trade Mission

Dress and sport slacks. Etablissements Hemespe, 34 Cours Alsace Lorraine, Bordeaux. WTD 2/11/62 I.R. 37.★

233 Women's, Misses', Juniors' Outerwear

★★ FRANCE—Trade Mission

Dress manufacturer wishes to develop relationships with U.S. dress manufacturer for exchange of designs, technical know-how, and particularly to develop increased sales to U.S.

stores. Pierre Billet, 45, rue des Petits-Champs, Paris 1. I.R. 239.

Manufacturer of women's wearing apparel wishes to establish contacts with agent to introduce products in the U.S. Ets. Bomo, 4, rue D'Aboukir, Paris 2. I.R. 383.

French manufacturer of ladies coats wishes to exhibit and sell products in the U.S. Couture Rosy, 8, rue Francis-Davso-Marseille. I.R. 179.

234 Women's, Misses', Children's, Infants' Under Garments

★★ FRANCE—Trade Mission

Stockings, ladies underwear. Would consider licensing agreement with U.S. producer. Ets. Gaston Verdier, Verdier, 1 rue de Metz, Paris. I.R. 212.

238 Apparel, Accessories

★★ FRANCE—Trade Mission

Manufacturer of specialized line of clothing for medical profession and industrial technicians or workers seeks U.S. sales representative now calling on medical supply houses, other apparel outlets. Société JEM, 48 rue Barbaroux, Marseille. I.R. 103.

239 Fabricated Textile Products

★★ FRANCE—Trade Mission

Manufacturer of canvas products wishes to export to the U.S. canvas containers for camping, military, industrial uses. Industrielle Textile, 7 Passage Guenot, Paris 11. WTD 5/22/63. I.R. 323.

To establish direct contacts for direct importation of men's, women's Basque Berets. Societe Textile D'Exploitation, 33 rue Alfred-de-Musset, Carcassonne, Aude. I.R. 116.

242 Sawmills, Planing Mills

★★ FRANCE—Trade Mission

High grade walnut for use in manufacture of furniture, ships, gun stocks. Rouleau Freres & Cie, 1-7 Cours St. Georges, Perigueux, Dordogne. WTD 3/60. I.R. 69.

244 Wooden Containers

★★ FRANCE—Trade Mission

Molded wooden products made from compressed wood. Verdon-Thibault, Cerizay (Deux Sevres). WTD 11/61. I.R. 78.

249 Wood Products

★★ FRANCE—Trade Mission

Walnut shell flour used in the manufacture of plywood glues, furniture glues. Rene Sauts, 54 Avenue Pasteur, Pessac, Gironde. WTD 11/22/61. I.R. 42.

Wishes to locate an agent in the U.S. for distribution of cork shoe soles, cork filler for shoe manufacturers. Etablissements Charles Duvicq, Tosse, Landes. I.R. 17.

250 Furniture Fixtures

NETHERLANDS—Mirrors surrounded by small mosaic stones, broken or whole, teak-wood or brass frames; coffee tables, nests of tables with mosaic top, teak-wood legs, frames; clocks adorned with mosaic stones; wall tiles with mosaic figures or decorations. Firma Brometa, 203 Singel, Schiedam.

265 Paperboard Containers, Boxes

★★ FRANCE—Trade Mission

Seeks agent or representative for cardboard packaging for jewelry, small giftware items as well as point of sale displays. Imcarvau, 10, rue de Bretagne, Paris 3 (Valreas, Vaucluse). WTD 5/22/63. I.R. 292.★

280 Chemicals

ETHIOPIA—Beeswax. Getachew Gabre-Yohannes, P.O. box 2311, Addis Ababa. WTD 5/22/63.

281 Industrial Chemicals

★★ FRANCE—Trade Mission

French producer of potash and chemicals seeks distributor to handle line of laboratory grade caustic potash and pharmaceutical grade (USP) potassium carbonate, potassium bromide, sodium bromide, ammonium bromide, photographic grade. Potasse et Produits Chimiques, Thann (Haut-Rhin). I.R. 335.

283 Drugs

★★ FRANCE—Trade Mission

Pharmaceutical firm specializing in products in pill form seeks U.S. distributor for products, particularly an antirhumatismal product. Laboratoires Genneau, 5 rue Duluc, Bordeaux. I.R. 34★.

Manufacturer of pharmaceutical ethical products wishes to find a U.S. distributor—especially for two new products. Laboratoires Latema, 11 bis, rue Balzac, Paris 8. WTD 10/18/62. I.R. 307.

284 Soap, Detergents, Cleaning Preparations, Perfumes, Cosmetics

★★ FRANCE—Trade Mission

Seeks sales representative in U.S. for Aromatic raw materials for perfumes, soap, cosmetics, hair preparation, special perfumes. Ets. De Trevise, 42-48 Rue de la Reine Henriette, Colombes (Seine). I.R. 218.

Manufacturer wishes to sell high luxury toilet soap. Savonnerie d'Alesia, 46-48 due de Stalingrad, Le Pre St.-Gervais (Seine). I.R. 388.

Manufacturer of household dyes, cleaning, polishing products seeks U.S. sales representatives and/or wholesalers to market line of products. Gonnet and Cie, 55 Place de la Republique, Lyon 2. WTD 12/20/60. I.R. 319.

287 Agricultural Chemicals

★★ FRANCE—Trade Mission

Producer of chemical products for agriculture wishes to sell in the U.S. specialized products to destroy pests, insects. Ets. Umupro, 20 rue Gasparin, Lyon 2. I.R. 262.★

Manufacturer of organic garden fertilizers wants sales representative in U.S. Also desires mutual exchange of horticultural, arborcultural supplies, equipment, particularly new developments in those fields. Leon Derome-Le Feriligene, Rue de la Gare, Bavay (Nord). WTD 2/6/61 I.R. 274★.

Manufacturer of fertilizers for potted plants grown in homes seeks agent to represent products in the U.S. Ste. Sep., 25 rue Victor Hugo, Paris. I.R. 430.

289 Chemical Products

★★ FRANCE—Trade Mission

Glue for leather goods, shoe cleaning pastes, creams, other leather cleaning pastes, creams. Seeks agent or company to manufacture products under license. "La Chevrette," 156, rue du Faugourg St. Denis, Paris 10. WTD 5/22/63 I.R. 220.

Manufacturer wishes to export plaster coatings to U.S. S.A. Ancien Ets. Jardin, 27 bis rue de la Poterie-Corbeil-Essonnes, Seine & Oise. I.R. 340.

301 Tires, Tubes

★★ FRANCE—Trade Mission

Manufacturer of sporting goods equipment line, i.e. bicycle, motor scooter, motorcycle tires; rubber inflatable canoes, boats; rubber inflatable mattresses, folding beds (aluminum and rubber), wishes to locate sales agent in the U.S. Ets. Hutchinson, 124 Avenue des Champs-Elysees, Paris. I.R. 432.

302 Rubber Footwear

★★ FRANCE—Trade Mission

Seeks U.S. representative for unlined, lined rubber footwear. Etablissements Baudou, Les Eglisottes, Gironde. WTD 2/4/63 I.R. 13.

306 Fabricated Rubber Products

★★ FRANCE—Trade Mission

Manufacturer of rubber products wishes to sell industrial rubber products such as machine rubber, parts for oil and other industries. Would consider licensing U.S. firm to produce its own products in U.S. Paulstra, 9 rue Hamelin, Paris 16. WTD 6/4/63 I.R. 427.★

U.S. agent needed for manufacturer's work and outdoor rainwear to be introduced in U.S. Pigeon Voyageur, Rue Louis-Blanc, Bethune P de C. I.R. 401.★

Interested in exporting both genuine and synthetic rubber products or combination thereof, to U.S. mats for floors of automobile, trucks, soles for shoes, mountings for motor vehicles, waste disposers. Talmier, Fils & Cie., B.P. 69, Carcassonne, Aude. I.R. 161.

307 Plastics Products

★★ FRANCE—Trade Mission

Manufacturer of plastic dyes, molds, injectors, other products, seeks agent to distribute products in the U.S. Ste. Nouvelle des Plastiques Industriels (S.N.P.I.), Derval (L.A.), WTD 5/22/63 I.R. 289★.

Manufacturer of semi-finished plastic products wishes to export cellulose acetate plastic scrap. Bourgogne & Grasset, S.A.R.L., 43 rue Pasteur, Beaune (Cote-d'Or). WTD 5/22/63 I.R. 293.

Manufacturer of household items such as pitchers, pails, buckets, also polyethylene. Plastimonde, 101, rue Moliere, Ivry (Seine). WTD 6/6/59 I.R. 317.

Manufacturer of plastic tackle boxes wishes to locate agent. Venard Freres, 158 rue A. France, Oyonnax (Ain). WTD 5/22/63 I.R. 303.

310 Leather Products

ARGENTINA—Leather for shoe industry. For full particulars contact La Hispano Argentina Curtiembres y Charoleria S.A., Juan Bautista Alberdi 5045, Buenos Aires, or Economic Counselors' Office, Argentine Embassy, Washington 9, D.C.

MOROCCO—Moroccan leather handicraft articles: hassocks, handbags, wallets, purses, slippers, sandals, camel-saddles, book-covers, glove, cigarette, jewel, sewing, chocolate, and powder boxes, pocketbooks. Union and Cooperation Handicrafts, (Unicam), 2 Rue de Lyon, Meknes. WTD 3/63.

313 Boot, Shoe Cut Stock, Findings

★★ **FRANCE—Trade Mission**

Manufacturer of leather shoe soles seeks U.S. buyers. Etablissements Maurice Motton & Co., 48 rue des Forges, Dijon. I.R. 372.

Manufacturer-tanner wishes to locate U.S. representative for products—a variety of colors, leathers. Jean Enault, 19, rue Jacques Louvel Tessier, Paris 10. WTD 7/6/62 I.R. 308.

314 Footwear, except Rubber

★★ **FRANCE—Trade Mission**

Medium-priced shoes, slippers for women. Etablissements Maurice Dubois, 223 Avenue d'Ares, Cauderan (Gironde). WTD 1/3/62 I.R. 67.

Women's novelty, sports shoes as well as summer, winter slippers. Roger Merlet, 27 Cours Tourny, Libourne, Gironde. I.R. 11.

Manufacturer of men's, women's sportswear, sports footwear seeks exclusive U.S. sales representative. Henry Ours, 21 rue Georges Boisseau, Clinchy (Seine). I.R. 298.

317 Personal Leather Goods

NETHERLANDS—Plastic, silk or lavatex beauty cases, make-up boxes, bathing bags. Direct sale or sales agency. "Ropla" Rotterdamse Plastic Industrie, 83 Zwaanshalskade, Rotterdam 11.

319 Leather Goods

★★ **FRANCE—Trade Mission**

Manufacturer of key holders of leather (used for publicity purposes) seeks U.S. outlets. Ets. Lucas, 16, rue des Poissonniers, Paris 18. WTD 9/13/62 I.R. 341.

325 Structural Clay Products

★★ **FRANCE—Trade Mission**

Manufacturer seeks wholesale outlets or sales representatives in U.S. for ceramic tile, mosaic, anti-acid pipe. Cerabati, 6, avenue Velasquez, Paris 8. WTD 8/27/62 I.R. 265.

JAPAN—Glazed, unglazed wall tile. Yamada Trading Co., Ltd., (Yamada Shoji K.K.), Rm. 505, Sumitomo Bank Nagoya Bldg., Naka-ku, Nagoya. WTD 6/4/63.

330 Primary Metal Industries

JAPAN—Tool, die steels, rolls, malleable, steel chains, malleable cast iron products (pipe fittings, automobile parts), to prime consumers or wholesalers in the U.S. Hitachi, Ltd., New Marunouchi Bldg., 4, 1-chome, Marunouchi, Chiyoda-ku, Tokyo. Attn: Mr. M. Toyoda. WTD 10/15/62.

332 Iron, Steel Foundries

★★ **FRANCE—Trade Mission**

Special type steel in sheets, plates, bars. Pierre Bap & Co., 17 Rue Eugene Delacroix, Paris 16. WTD 5/22/63 I.R. 243.

Steel, steel products. V. Soriano et Cie., 366 bis, rue de Vaugirard, Paris 15. WTD 5/22/63 I.R. 273.

335 Rolling, Drawing, Extruding of Nonferrous Metals

★★ **FRANCE—Trade Mission**

Iron, steel wire, barbed wire, plain wire, wire used for bed-springs, other industrial purposes for export to U.S. Sidemetal—J.L. Demers Ltee. 36, avenue Hoche, Paris 8. I.R. 354.

343 Heating Apparatus (Except Electric), Plumbing Fixtures

★★ **FRANCE—Trade Mission**

Manufacturer of industrial gas, oil firing burners, supporting equipment interested in exporting on a direct basis to end-users in U.S. Pillard Freres & Cie, 60 Cours Pierre Puget, Marseille, 6 eme. I.R. 189.

349 Fabricated Metal Products

FRANCE—Anti-theft steel box equipped with an alarm system operating on battery. Office General de Diffusion & de Representation, 16 Rue Dieu, Paris 10e.

MOROCCO—Moroccan metal handicraft articles: brass trays, candlesticks, pots, kettles, teapots, wrought iron lamps, candleholders, tables, ashtrays. Union and Cooperation Handicrafts, (Unicam), 2 Rue de Lyon, Meknes, or P.O. box 128, Meknes. WTD 3/63.

353 Construction Machinery

★★ **FRANCE—Trade Mission**

Interested in exporting new trade type of shovel for building trade. Also new type of material handling and trailers. Terigi (Chantiers De Guyenne), 163 Rue Camille Godard, Bordeaux. WTD 12/11/61 I.R. 9.

Seeks agent in U.S. to handle mail sorting equipment, package handling equipment. Mosco Jacob, 2 Square Gaul Blanchet, Paris 12e. I.R. 381. NCIA.

Seeks U.S. representative for line of automatic control horizontal band-saws for use on wood or plastics. Ets. C.D., 20 rue Anabole, France, Quteaux (Seine). WTD 3/16/63 I.R. 429.

354 Metalworking Machinery

★★ **FRANCE—Trade Mission**

Drills, reamers, cutters, special high-speed precision tools. Florimond et Chabardes, 58-60 rue Denis-Papin, Pantin (Seine). I.R. 245.★

Manufacturer of center precision and production lathes wishes to find agent in the U.S. Stima, 54, avenue Hoche, Paris 8. WTD 6/26/62 I.R. 425.

NETHERLANDS—Permanent magnetic tools such as jigs, fixtures for metal working machinery; measuring instrument fixtures; collecting, deironing magnets. C. V. Firma Goudsmit, 130 Roostenlaan, Eindhoven.

356 General Industrial Machinery

NETHERLANDS—Gear boxes, gears, worm gears, grey iron castings, ductile iron, telescopes. Desires to establish a market in U.S. and appoint an agent. Metaalbedrijf Rademakers N.V., 145 Schaardijk, Rotterdam, 17.

357 Office Machines

NETHERLANDS—Wishes to appoint representative in New York and Chicago for the sale of a lettering device. Importmaatschappij Vitex, Kastanjelaan 31, Bloemendaal.

363 Household Appliances

★★ **FRANCE—Trade Mission**

Wishes to locate representative in the U.S. for electric water heaters. Durandeau, Conseil Electrotechnique, 6 rue Boudet. I.R. 45.

364 Electric Lighting, Wiring Equipment

★★ **FRANCE—Trade Mission**

All types of insulated electric cable. Societe Geoffroy Delore, 11, rue Jeanne d'Asnieres, Clichy (Seine). I.R. 235.

365 Radio, Television Receiving Sets, Except Communication Types

★★ **FRANCE—Trade Mission**

Oceanic radio shortwaves, standard waves distributor. France-Expansion, 35 rue Boissy d'Anglas, Paris 8. I.R. 270.★

367 Electric Components, Accessories

★★ **FRANCE—Trade Mission**

Signal lamp holders, switches, special electronic tools. Ets Dyna, 36 Ave. Gambetta, Paris 20. WTD 10/4/62 I.R. 257.

369 Electrical Machinery

★★ **FRANCE—Trade Mission**

Manufacturer of industrial, marine electrical batteries interested in having sales representation in U.S. or arranging licensing with a U.S. manufacturer for U.S. production of alkaline batteries. Ducelliery Co., 23 Rue Alex. Dumas, Paris 11. WTD 10/8/62 I.R. 217.

Manufacturer of automatic starters for electric motors up to 200 hp. desires representation in U.S. Durandeau, Conseil Electrotechnique, 6 rue Boudet, Bordeaux, (Gironde). I.R. 47.

371 Motor Vehicles, Motor Vehicle Equipment

★★ **FRANCE—Trade Mission**

Midget cars used by youths and as training vehicles by police department on driving practices. Girmat, 71 Cours Edouard Vaillant, Bordeaux, (Gironde). WTD 10/62 I.R. 35.

NETHERLANDS—Wishes to appoint distributors in New York, Chicago, San Francisco, Portland, Miami for the sale of magnetic accessories for use in cars; also ignition key rings. Firma Marion, 175 Apollolaan, Amsterdam.

372 Aircraft, Parts

★★ **FRANCE—Trade Mission**

Offers top quality line of airplane microturbo compressors, hydraulic equipment, fittings, electronic, equipment for pressurizing, general ouffitting of planes for licensing and/or distribution in U.S. Societe F. Breton & Cie, 24 Allees Fred, Mistral, Toulouse, Hte. Garonne. I.R. 91.

373 Ship Building, Repairing

★★ **FRANCE—Trade Mission**

Wishes to find agent in the U.S. to handle boats ranging from 18' to 75', and smaller sail boats. Hulls are made of plywood as well as plywood with a plastic coating. B.P.L. Marine, 19 Boulevard Chanzy, Arachon, Gironde. I.R. 65.

French manufacturer wishes to contact U.S. importer who would represent him, or U.S. maker who could manufacture under license fiber glass pleasure boats. Rhone Marine (Chantier De Marseille), Bld Marius Bremond, Verduron-Haut, Marseille. I.R. 172.

375 Motorcycles, Bicycles, Parts

FRANCE—Chain-driven bicycles; power-bicycles, ("cyclomoteurs"); motor-cycles, spare parts, accessories. Articles for men, women, children. Preferably through agents. Etablissements Cazenave, Belin, Gironde. WTD 6/3/60.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

★★ FRANCE—Trade Mission

Manufacturer of precision gauges, barometers, hydrometers, meters, wishes to locate agent in U.S. Maxant Ets., 38 Rue Belgrand, Paris 20. I.R. 301, NCIA.★

383 Optical Instruments, Lenses

★★ FRANCE—Trade Mission

Wishes to offer patented optical instruments to be manufactured under license in the U.S. or to export same to U.S. Etablissements Pierre Mosse, 71, rue St. Ferreol, Marseille, 6. WTD 4/12/62 I.R. 110.

384 Surgical, Medical, Dental Instruments

★★ FRANCE—Trade Mission

Distribution and service facilities in U.S. for appliances of vibrational medical treatment of obesity fractured limbs, after-effects of poliomyelitis, similar illnesses by massage, traction of limbs, spinal column. Societe d'Apareillage du Sud Ouest, B.P. 13. Marmande (Lot et Garonne). WTD 5/15/63 I.R. 49.

Seeks sales representatives in U.S. for line of protective glasses, goggles for industrial, commercial use. La Protection Rationnelle, 40 rue Louis Blanc, Paris 10. I.R. 333.

Manufacturer of optical, scientific, medical, laboratory instruments wishes to locate an agent in the U.S. to represent medical, laboratory instruments. Firm has retinal camera for opthomic use and gastroscope to film stomach; also has electronic microscope and metalurgical microscope. Optique de Precision de Levallois, 106 rue Chaptal Levallois-Perret (Seine). I.R. 358.★

Manufacturer of surgical fasteners wishes to give exclusive right for distribution to U.S. firm their surgical fasteners. Mme. Vve. L. Bruneau, 64, avenue Aristide-Briand, Montrouge (Seine). WTD 5/22/63. I.R. 306.★

Patented plastic syringes with possibility of future license arrangement. Ets. F. Cautellier, 26 Rue de Rome, Marseille. I.R. 198.

385 Ophthalmic Goods

★★ FRANCE—Trade Mission

Manufacturer of spectacle frames wants to find agent for sale of products in the U.S. Lunetterie Devigne Sarl, 12 Rue de Sevigne, Paris 4. I.R. 264.

French manufacturer of plastic glass frames wishes to find wholesaler to distribute products. Manufacture de Lunettes, 18, rue Anna-Jacquin, Boulogne-sur-Seine. I.R. 374.

386 Photographic Equipment

★★ FRANCE—Trade Mission

Manufacturer of graphic arts equipment anxious to locate three or four distributors to cover U.S. The machine photographs texts, can reduce size by 25%; italize sections; 60 cycles; produces a negative for reproduction suitable for short offset runs of 2,000 to 3,000 or more. Special attachments available for reproducing line drawings, half-tone reproductions. Ateliers Bariquand-Marre, 79 Avenue Aristide-Briand, Arcueil (Seine). WTD 2/21/63 I.R. 215.★

Agent in U.S. needed to distribute manufacturer's photographic lenses, zoom lenses. Societe Generale D'Optique, 76 bd. de la Villette, Paris 19. WTD 4/6/62 I.R. 411.

394 Toys, Amusement, Sporting Goods

★★ FRANCE—Trade Mission

Dolls of polyethylene, with or without clothes, hair of nylon fiber or moulded. Ets. G. Convert, Boite Postale 19, Oyonnax (Ain) (Paris office: 2, rue de Vienne, Paris 8). WTD 5/22/63 I.R. 276.

Manufacturer of small inexpensive plastic toys seeks agent in U.S. Jou-Plast, Coligny (Ain). WTD 5/24/63 I.R. 392.

Wants to sell French toys to U.S. department stores. France Jouets, 278 Avenue de la Capelette, Marseille. WTD 1/23/59 I.R. 194.

Wishes to sell equipment for the game of Boule. Fonderies Du Midi, 21 rue Cite des Platanes, Marseille. I.R. 183.

396 Costume Jewelry, Costume Novelties, Buttons, Notions

★★ FRANCE—Trade Mission

Requests inquiries from sales representatives in U.S. interested in selling small plastic novelties to the novelty, toy, religious supply trade. Confisal, 63 rue Abbe-de-l'Epee, Marseille. I.R. 106.

399 Manufacturing Industries

★★ FRANCE—Trade Mission

Manufacturer of: models of human or animal anatomies, geometric and stereometric bodies, made of rubber and/or plastic material seeks contact with U.S. firm to arrange exclusive distribution on U.S. market. Ets. Pierron, Sarrequemines, (Moselle). I.R. 399.

Commission agent wishes to locate agents in the U.S. to market plastic tile that imitates glass; storage tanks of plastic coated rubber, holds up to 10,000 gal. of liquid except strong acid; commercial dough mixer, household linen. Eugene Saks, Chateau d'Ardilliere, par Limours (S.O.). I.R. 367.★

Manufacturer wishes to find representative in the U.S. to distribute travel articles of various types, articles are lightweight, expanded plastics, fiber-board type. U.S. styling. Favo, Fabrique d'Articles de Voyage et de Maroquinerie, 31, avenue de Gle. Gallieni, Romainville (Seine). WTD 7/10/62. I.R. 346.★

Manufacturer of plastic pipe with a removable ceramic bowl, removable filter wishes to export products to the U.S. J. Mahieux, 41 Avenue Gabriel-Peri, Rueil-Malmaison (S & O). WTD 5/22/63 I.R. 339.★

Wishes to export raw materials, glass tubing, furniture, machine tools, parts for bicycles including accessories. Pachod Freres & Cie, 16 Avenue Marechal De Saxe, Lyon (Rhone). I.R. 436.

Manufacturer of women's wigs, men's toupees, wishes to sell women's wigs in U.S. Madame Jean Yordikian—Postiches d'Art, 18 rue d'Aix, Marseille, 1er. I.R. 186.

NETHERLANDS—Costume dolls, wooden shoe souvenir items. Firma Rozetta, 90 Linnaeushof, Amsterdam.

Wishes to appoint distributors for the sale of all types of metal name plates for machinery and advertising purposes. N.V. Naamplatenindustrie Replato, 70 bis Amersfoortsestraat, Soesterberg.

VIETNAM—Firm is seeking importers or dealers for its handicraft, artgoods: lacquerwares, ivory artworks, bronze, lacquer furniture, ceramics, wool rugs, lamps, statues, woodcarvings; imitations of ancient artworks. Thanh Le, 159 Tu Do, Saigon.

739 Business Services

★★ FRANCE—Trade Mission

Market research agency wishes to work out arrangement with U.S. marketing firms and consultants for marketing studies in Europe. Service International d'Etudes des Marches, 242 rue de Rivoli, Paris 12. WTD 2/11/63 I.R. 225.

Management consultant firm with experience in market surveys wishes to offer its services in this area. Planus, 223, Faubourg Saint-Honore, Paris. I.R. 336.

Visiting Buyers and Officials

ENGLAND—A. W. Sheppard, representing Luff and Smith Engineering Co., Ltd., Millbrook Trading Estate, Southampton, interested in establishing business connections in different regions of the U.S. for the sale and service of **plastic film extruding injection molding machines.** July 8 via New York City for four weeks; c/o Luff and Smith Engineering Co., Ltd., 5600 Wayyata Blvd., Minneapolis, Minnesota; itinerary: New York, Minneapolis, Dallas, Philadelphia, Chicago, Los Angeles.

PAKISTAN—Mr. Eskander Ali, representing Roxana Traders, K.C. De Rd., Chittagong, interested in **obtaining U.S. agency franchises on exclusive basis for pharmaceutical preparations including drugs, medicines, anti-bioties, biologicals, hormones, vaccines, vitamins, anti-toxins, antiseptics.** Latter part of July via Boston for three weeks. c/o Mr. Eskander Ali. c/o Dr. Paul D. White, M.D., 264 Beacon St., Boston, Mass. Itinerary: Boston, Indianapolis, New York, Chicago, San Francisco.

Bidders on dye stuffs asked by Egyptian firm

Misr Beida Dyers, Societe Anonyme Egyptienne, Cairo, Egypt, has issued requests periodically, for tenders to supply a variety of dyes and textile assistants including reactive dyes, print dyes, nylon dyes, wetting agents, mercerizing compounds, finishes, wash and wear resins, bleaches.

Companies desiring to investigate this opportunity for future bidding should write the above-named company directly, at P.O. Box 18, Cairo, Egypt.

Copies of the company's past requests for tender are on file for review by U.S. firms in the Chemical and Rubber Division, BDSA, Department of Commerce, Washington, D.C. #20230. (Telephone: WO 7-2090).

IRAN-EEC TALKS

Negotiations for a trade agreement between the European Economic Community and Iran opened in Brussels on May 6.

New Trade Lists

The Bureau of International Commerce, Commercial Intelligence Division, has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from the Commercial Intelligence Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated April unless otherwise indicated.

American Firms, Subsidiaries and Affiliates —Thailand, June.

Business Firms—Barbados.

Clothing Manufacturers—Venezuela, May.

Coffee and Cocoa Exporters—Mexico, May.

Curio, Novelty and Handicraft Manufacturers and Exporters—Chile, June.

Curio, Novelty and Handicraft Manufacturers—Italy, June.

Curio, Novelty and Handicraft Manufacturers and Exporters—Pakistan, June.

Dental Supply Houses—Austria, June.

Fertilizer Importers, Dealers, Manufacturers and Exporters—Jamaica, June.

Fruit and Nut Importers, Dealers and Exporters—Honduras, May.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Egypt (UAR), May.

Lumber, Plywood and Veneer Importers, Dealers and Exporters—Malaya, May.

Lumber, Plywood and Veneer Importers—Tunisia.

Meat Packing, Sausage and Casings—Venezuela, June.

Motion Picture Industry—Sweden.

Office Supply and Equipment, Paper and Stationery Importers and Dealers—Nigeria, May.

Oils (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Morocco.

Petroleum Product Importers, Dealers, Producers and Refiners—Greece, May.

Photographic Supplies, Dealers and Photographers—Nicaragua, May.

Photographic Supplies, Dealers and Photographers—Turkey.

Provision Importers and Dealers—Morocco, June.

Provision Importers and Dealers—Venezuela, May.

Iraq extends deadline for steam turbine bids

The Directorate General of Industrial Design and Construction, Ministry of Industry, Baghdad, Iraq, has announced that the bid deadline for tender No. 1/3/19 for steam turbine units and appurtenances has been extended from April 20 to July 15.

There is also an addendum to clause 24, page 11. (INTERNATIONAL COMMERCE, Jan. 21, p. 31).

One copy of the addendum is available for review only in Rm. 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington, D.C. #20230. (Telephone: WOrth 7-4242).

Australian credit bureau wants accounting systems

Credit Bureau of Queensland, P.O. box 206, Broadway, Brisbane, Queensland, wants to buy or lease accounting systems, credit control systems, machinery for credit offices, and one-man businesses such as charge plate presses, materials, and publications to sell on credit.

The company wishes to introduce U.S. products and systems which will tie in with its credit services.

A WTD dated 5/28/63 on Credit Bureau of Queensland is available from Commercial Intelligence Division, Rm. 1830B, Department of Commerce, Washington, D.C. #20230.

Burma calls for bids for Portland cement

The Chairman, Civil Stores Committee (1), St. John's Rd., Rangoon, Burma, invites bids for 30,000 long tons of ordinary Portland cement conforming to bss 12/1958 in six-ply sewn kraft paper bags.

Each bag shall contain 112 lb. net. 5% six-ply empty spare bags for 112 lb. to be supplied free of charge.

Bid deadline is July 15.

Tender data may be obtained from the Building Materials and Construction Industries Division, BDSA, Rm. 4002, Department of Commerce, Washington, D.C. 20230.

Bid deadline extended for hydro-electric project

The Snowy Mountains Hydro-Electric Authority announced that the bid deadline for tender No. M.136 for water turbines and accessories has been extended from July 10 to August 7, and the bid deadline for tender No. E.515 for generators has been extended from July 10 to August 7 (INTERNATIONAL COMMERCE, March 4, p. 41).

Dig those digits!

Under a streamlined mail-delivery system now in effect, mail addressed to the Bureau of International Commerce, or Business and Defense Service Administration, U.S. Department of Commerce should drop the old postal zone number (25) and add—after "D.C."—the number 20230. Example:

Eugene M. Braderman, Director
Bureau of International Commerce
U.S. Department of Commerce
Washington, D.C. 20230

Mail to the Superintendent of Documents should be sent to him at the U.S. Government Printing Office, Washington, D.C. 20402.

Small Japan firms to buy U.S. goods with Eximbank loan

Will also help Japanese farmers buy U.S. breeding livestock

The Export-Import Bank has authorized a $15 million credit for the Industrial Bank of Japan for use by small and medium-sized business firms in Japan to purchase U.S. industrial equipment and related services. Portions of the credit will also enable Japanese farmers to acquire U.S. breeding livestock.

The Industrial Bank, through agreements with 11 commercial banks in Japan, will relend the funds to prospective purchasers of U.S. products.

Among the items to be purchased in the U.S. are machine tools, forging and rolling machines, plastic molding machines, watch making tools, bearing machines, and chemical, and wood working equipment. Other industries and items of special importance to the economic development of Japan may be included.

Eximbank will advise the Japanese banks in transactions involving amounts over $150,000.

The $15 million credit is an extension of a first $25 million credit authorized by Eximbank for the Industrial Bank in 1961. Over $24 million of the first credit has been allocated in this highly successful arrangement which sends late model and automated equipment from a wide spread of U.S. manufacturers to an even wider range of modest sized Japanese industrial enterprises. Aside from the fact that the loans enable U.S. suppliers to sell about $40 million in exports, Eximbank officials consider it important that the smaller business firms in Japan are being introduced to U.S.-built machinery and equipment which should give rise to even more orders whether financed by Eximbank or not.

Under provisions of the first $25 million credit, 201 Japanese firms placed orders with 92 U.S. suppliers in 12 states from coast to coast. Six U.S. companies received total orders of over $1 million: Cincinnati Milling and Grinding Machine, Inc., Cincinatti, Ohio; DeVlieg Machine Co., Royal Oak, Mich.; Gleason Works, Rochester, N.Y.; The G. A. Gray Co., Cincinnati, Ohio; Heald Machine Co., Worcester, Mass. and the National Machinery Co., Tiffin, Ohio.

New Books and Reports

***Uniform Customs and Practice for Documentary Credits. (1962 revision).* Published by the International Chamber of Commerce. Paris, 1963. 36pp. 65 cents.**

This bilingual (English and French) brochure is designed to simplify credit operations for international bankers. For the first time, United Kingdom and Commonwealth bankers will adhere to the code's rules, which have been revised with a view to British practice. It can be ordered from the U.S. Council of the International Chamber of Commerce, 103 Park Ave., New York 17, N.Y.

***Year Book of the American Bureau of Metal Statistics.* 42nd ed. New York, 1963. 143pp. $4.50 (hard cloth cover), $4 (paper cover).**

The Year Book provides statistical information for market analysis, research and industry surveys.

It records for 1962 and prior years, mine production, smelter production, consumption, imports and exports and other economic statistics on a world-wide basis. Copper, lead, zinc, nickel, aluminum, bauxite, gold, silver, tin, antimony, cadmium, cobalt, magnesium, molybdenum and platinum and sundry ores and metals are reported on. There are introductory texts on the major nonferrous metals, reviewing the events of 1962; tables of metal prices, monthly and annual; lists of metallurgical plants and their capacities; general economic statistics of the U.S. and U.S. duties on principal ore and metal imports; plus other extensive data, including tables of production statistics by individual companies, both domestic and foreign.

Order from the American Bureau of Metal Statistics, 50 Broadway, New York 4, N.Y.

***Production and Export of Mechanical and Electrical Engineering Goods.* Published by the United Nations' Economic Commission for Europe. Geneva, 1963. 175pp. (with 17-page appendix). $1.50.**

The chapters on international trade in non-electrical and electrical machinery provide an analysis of the general structure as well as the detailed product composition and geographical destination of machinery exports from the major exporting countries. The detailed trade statistics have made possible some advances in trade analysis, particularly between major producers and developing countries. It can be ordered from any UN publications distributor or from the Sales Section, European Office of the United Nations, Palais des Nations, Geneva, Switzerland.

***Unitex (Universal Telex Information). Vol. 1, 6th ed.* Published by Unitex Publishers. Zurich, 1963. 1,590pp.**

The multi-lingual (English, German, French and Spanish) directory of Telex-subscribers. Volume 1 covers East and West Germany, volume 2 deals with the rest of Europe on both sides of the iron curtain, and volume 3 lists subscribers throughout the rest of the world. Thrice-yearly supplements will bring each volume up to date on new subscribers. Order from Unitex Publishers, Seestrasse 357, Zurich, Switzerland.

***Automation and Technological Change.* Edited by John T. Dunlop for the American Assembly, Columbia University. Prentice-Hall, Inc. Englewood Cliffs, N.J., 1962. 184 pp. $3.95.**

A chapter on the international aspects of the problem of technological change considers the rates of change in various nations' levels of technology as they effect the international economic position of the U.S. The chapter studies the present U.S. position relative to the other industrialized nations and the impact of further technological change upon this position.

***Rundt's Overseas Market Reports on Japan and Venezuela.* Published by S.J. Rundt & Associates, New York. May and June 1963. 61pp. (Japan) and 41pp. (Venezuela). Prices of all Rundt reports are $25 or $35 (By annual subscription: $100 for a minimum of 30 such reports).**

The 2 latest in Rundt's continuing series of Mimeographed overseas market surveys giving information on population; economic and industrial analysis and trends; international trade by countries and commodities; U.S., Common Market and Communist country relations; monetary, financial, banking and fiscal summaries; production and development; employment and wages; and foreign investment.

Listings of recent surveys and other international data will be furnished on request by S. J. Rundt & Assoc., 130 East 63rd Street, New York 21, N.Y.

***Johnston International Newsletter.* Published by the Johnston International Publishing Corp. New York, 1963.**

A recent issue (June 20) favorably reviews the prospects for investing in Australia and New Zealand. Johnston International also publishes (in English and Spanish) the American Exporter, Automotive World, Industrial World, and International Electronics. They can be ordered from Johnston International Publishing Corporation, 386 Park Avenue South, New York 16, N.Y.

***U.S. Trade in Jewel Bearings and Related Components, 1961.* 1963 BDSA, U.S. Dept. of Commerce, GPO, Washington, D.C. 4 pp. 5¢.**

Summary analysis of synthetic sapphire and ruby jewel bearings with detailed figures on the quantity and value of bearings imported, their type, end-use, and geographical areas using them. Some detail on glass bearings and the extent of trade in synthetic sapphire and diamond phonograph needles.

***Domestic Oceanborne and Great Lakes Commerce of the U.S.: 1961.* Maritime Administration, U.S. Dept. of Commerce, Washington, March 1963. 123 pp. 70 cents.**

A tabular treatment, by commodity and areas of origin and destination. Includes a 16-page section of tables and graphs covering domestic oceanborne and Great Lakes Commerce for the years 1952-61. It can be ordered from the Superintendent of Documents, Government Printing Office, Washington 25, D.C.

***The Mexican National Petroleum Industry.* By Antonio J. Bermudez. Special Issue of the Hispanic American Report of Stanford University's Institute of Hispanic American and Luso-Brazilian Studies. Stanford, California. 269 pp. $5.**

The story of the expropriation of the petroleum industry in Mexico affords a case history of what expropriation and indemnification of the owners of the expropriated properties can mean to the U.S., and to the country affecting the acts. Order from the Hispanic American Report, Institute of Hispanic American and Luso-Brazilian Studies, Stanford University, Stanford, California.

☆ U. S. GOVERNMENT PRINTING OFFICE: 1963—681964/81

Calendar

for international traders

July

8—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Detroit, Mich.** Sponsor: U.S. Dept. of Commerce Detroit Field Office.

8—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Philadelphia, Pa.** Sponsor: U.S. Dept. of Commerce Philadelphia Field Office.

8-13—Small Business Seminar, Dillard University, **New Orleans, La.** Sponsors: Dillard University and U.S. Dept. of Commerce New Orleans Field Office.

9—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Chicago, Ill.** Sponsor: U.S. Dept. of Commerce Chicago Field Office.

9—Businessmen's Consultation with members of the U.S. Trade Mission to The Netherlands. **Los Angeles, Cal.** Sponsor: U.S. Dept. of Commerce Los Angeles Field Office.

9—Consultations with members of U.S. Trade Mission to The Netherlands, Greater Providence Chamber of Commerce, **Providence, R.I.** Sponsors: Greater Providence Chamber of Commerce and U.S. Dept. of Commerce Boston Field Office.

9—Foreign Credit Interchange Bureau "Round Table" Conference on Foreign Finance, Credit, Collection, and Exchange Problems. 1:30 p.m., Ben Franklin Hall, Advertising Club, **New York, N.Y.**

10—Businessmen's Consultation with the full membership of the U.S. Trade Mission to The Netherlands. **San Francisco, Cal.** Sponsor: U.S. Dept. of Commerce.

16—Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

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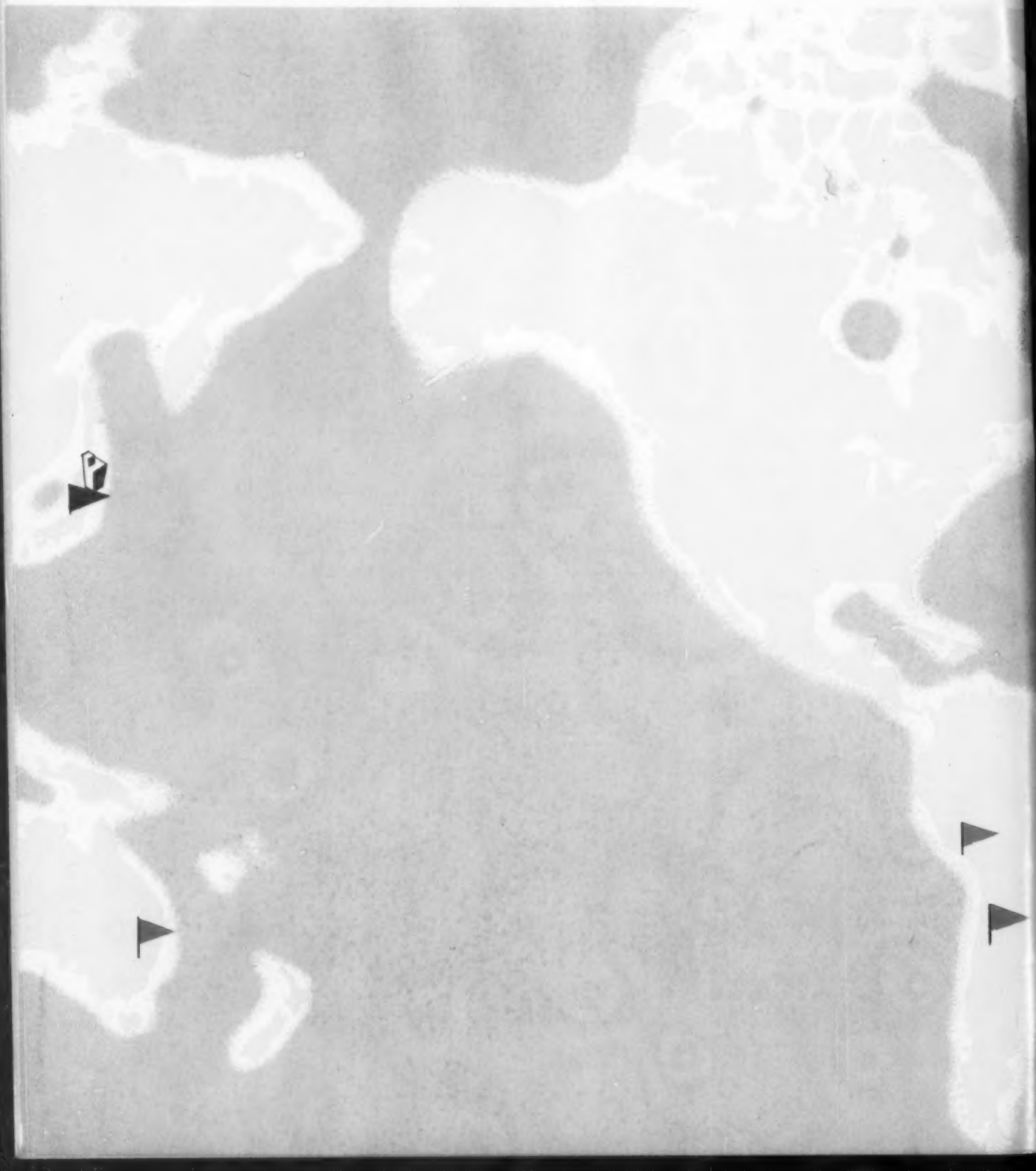
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